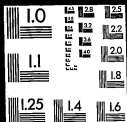


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CENTIMETERS



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Thomas A Edison Papers

A SELECTIVE MICROFILM EDITION PART V (1911-1919)

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**Thomas A. Edison Papers
at
Rutgers, The State University of New Jersey
endorsed by
National Historical Publications and Records Commission
18 June 1981**

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The original documents in this edition are from the archives at the Edison National Historic Site at West Orange, New Jersey.

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A Note on the Sources

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EDISON GENERAL FILE SERIES

1913

**Edison General File Series
1913. Name Use (E-13-60)**

This folder contains correspondence and other documents pertaining to the authorized and unauthorized use of Edison's name for advertising, trademark, and other purposes. The selected material includes correspondence with chief engineer Miller Reese Hutchison, note-broker Charles P. Hathaway, and attorney Colin C. H. Fyffe.

Less than 10 percent of the documents have been selected.

HATHAWAY, SMITH, FOLDS & CO.

COMMERCIAL PAPER

45 WALL STREET

CHARLES HATHAWAY,
HOWARD C. SMITH,
CHARLES W. FOLDS,
ARTHUR B. HOLDEN,
FORREST BAYBORN,
STEWART S. HATHAWAY,
ROBT. B. WOODWARD,
SPECIAL.

NEW YORK,
CHALL ST.
BOSTON,
100 NASSAU ST.
CHICAGO,
100 N. LAUREL ST.
ST. LOUIS,
100 N. 3RD ST.
PHILADELPHIA,
100 N. 3RD ST.

CH. ARJ.

NEW YORK, February 17th, 1913.

Mr. Thomas A. Edison,
Orange, N. J.

My dear Mr. Edison:

A number of gentlemen have requested me to become interested in a Trust Company to be formed in Orange to be called the Edison Trust Company, and if you could spare me a few moments on Tuesday afternoon, the eighteenth, between five and seven, in which to lay the proposition before you and obtain your consent to the use of your name, I would greatly appreciate it.

My idea is to form a strong organization with the very best men of the community, including yourself, interested in it. The time is ripe, and I am sure that a trust company could be built up in that community, that would be an honor to your name and of great use in Orange. I should be glad to take an active part in the organization and to see that only such men were connected with it as would reflect credit upon the name.

Would you kindly allow your Secretary to telephone me, at my office, 45 Wall Street New York, Telephone Number 6180 Hanover, whether or not you could grant me an interview during the afternoon of tomorrow.

If, however, you are willing to have a trust company formed in Orange, under the above conditions, I will proceed at once to obtain a charter and lay before you all the details for your approval.

Yours very truly,

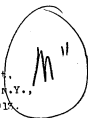
Charles Hathaway

MEADOW CROFT
Use the nice letter as my check
I prefer not to go into banking
or be identified with a paper
as it is as foreign to
my bank as
S

MEADOW CROFT.

Say newshound file
Back

222 Catherine Street,
Poughkeepsie, N.Y.,
April 3, 1913.



Mr. Thomas A. Edison,
E. Orange, N.J.
Dear Sir:

I have on hand a copy of "Edison's Handy Encyclopedia of General Information and Universal Atlas" which contains the turpentine bath remedy for the relief of rheumatism. This has been tried with a great number of others and no permanent relief has been found. Kindly inform me if there is a permanent cure for rheumatism and if the above named book has been revised and oblige.

I am,

Yours respectfully,

Sam'l O. Weems

FYFFE & RYNER
ATTORNEYS AT LAW
111 WEST MONROE STREET
CHICAGO

COLIN E. H. FYFFE
IRVING RYNER

September 19, 1913.

Mr. Thomas A. Edison,
Orange,
N. J.

Dear Sir:-

On October 21, 1909, Mr. C. S. Huntley of the Scientific American, New York City addressed a letter to you to the effect that your name was being used in connection with a publication in twelve volumes known as "Business Administration" published by DeBower-Chapline Co. of Chicago and issued under the auspices of LaSalle Extension University, and asked whether you had ever prepared articles for that publication. In reply to Mr. Huntley's letter your Secretary, Mr. Miller, wrote on October 25th as follows:

"Replying to your letter of the 21st instant regarding a book published by the DeBower-Chapline Co., Chicago, Ill. entitled 'Business Administration' and asking whether Mr. Edison prepared certain articles to be used as text matter for the above publication; beg to state that Mr. Edison directs me to write you that he has never prepared such articles and knows nothing about them."

At the same time that you were written to Mr. Huntley wrote to President Hadley of Yale, President Eliot of Harvard, President Butler of Columbia, Dr. Woodrow Wilson then President of Princeton, Professor Emory R. Johnson of the University of Pennsylvania, Hon. Philander C.

September 19, 1913.

Knox then Secretary of State, Honorable Elihu Root, U. S. Senator from New York, and many others, all of whom replied that the use of their names in connection with LaSalle Extension University and "Business Administration" was without their authority and fraudulent.

The Eastern representative of DeBower-Chapline Company in pushing the sale of "Business Administration" was Mr. H. L. Hayward in whose interests Mr. Huntley acted in writing to you and to all others who were represented to have contributed to the publication. Mr. Hayward, upon learning of the fraudulent character of the work, immediately cancelled his contract with DeBower-Chapline Co. As a result DeBower-Chapline Co. has sued Mr. Hayward for \$10,000. damages in the courts of Illinois.

I am Mr. Hayward's attorney in this suit, and am defending on the ground of the fraudulent and illegal use of names of prominent men as contributors to the work which he had contracted to sell. In order to succeed it will be necessary for me to put in evidence in the trial of this case the depositions of as many of these men as possible. I should like very much to arrange to have your deposition taken at some time convenient to yourself within the next two or three weeks. It would mean the answering of a dozen or so questions and would take but fifteen or twenty minutes.

Mr. Thomas A. Edison, -3-

September 19, 1913.

I regret to trouble you with this matter, but my client is in danger of suffering serious loss unless we can prove the fraudulent representations of the plaintiff. I might add that the Chicago Tribune has at various times, and notably on March 7, 8, and 9th, 1913, written up in its columns the questionable methods employed by DeBower-Chapline Co. and LaSalle Extension University. Furthermore, many of those who replied to Mr. Huntley expressed a desire that these concerns be exposed and a repetition of such illegal use of names be made unprofitable, if not hazardous.

Very truly yours,

CCHF.V

Colin C. Jaffe

Mr. Holden;

Mr. Edison says he
is willing to do this as it
will only require a very short
time. He thinks the letter
had best be answered for him
by our Legal Dept.

Will you please, therefore,
give the matter attention.

Wm. H. Halloway

Sept 25/13

1300

September 27, 1913

Messrs. Fyffe & Ryner,
111 W. Monroe Street,
Chicago, Ill.

Gentlemen:

Your letter of September 19th addressed to Thomas A. Edison has been referred to this Department. Mr. Edison will be willing to testify in this matter providing his deposition can be given at a convenient time and place. I suppose you could arrange to take his testimony at his laboratory in West Orange, Could you not?

Yours very truly,

General Counsel.

DH/JU

1300

FYFFE & RYNER
ATTORNEYS AT LAW
111 WEST MONROE STREET
CHICAGO

COLIN C. FYFFE
IRA RYNER

October 15, 1913. *OK*

Mr. Thomas A. Edison,
Orange,
N. J.

Dear Sir:-

what is it about

I am in receipt of your letter of September 27th in reply to mine of September 19th with reference to the taking of your deposition as to the authorization of the use of your name in connection with a publication called "Business Administration." I hope to be able to arrange to have your deposition taken within the next month, if convenient to you. It has been impossible as yet to agree with the attorneys representing the other side of the case as to the time for the taking of depositions.

Among those who have consented to give testimony in this case, are President Emeritus Eliot of Harvard, President Hadley of Yale, President Butler of Columbia, Honorable Elihu Root and Honorable James R. Garfield. I shall let you know as soon as possible when I hope to take these depositions, including your own.

I assure you that I appreciate your kindness and consideration in this matter.

Very truly yours,

CCHF.V

Colin C. Fyffe

ESTABLISHED 1866.

The Leavitt & Johnson Trust Company.

JOHNSON, JOHNSON,
ELLIOTT L. JOHNSON,
CARLETON SINE,
WILLIAM C. LORIAN,
CARL H. HANDE,

President.
Vice President.
Vice President.
Treasurer.
Secretary.

CAPITAL \$150,000.00



MEADOW CROFT

Waterloo, Iowa, U.S.A.
Nov. 21, 1913.

accept

Mr. Thomas A. Edison,
Menlo Park, New Jersey.
Dear Sir:

It gives me pleasure to advise you in behalf of the Board of Education of Waterloo, that the result of a contest among the school children in the selection of a name for our newest and most up-to-date school building, was the selection of your name to designate the new structure.

The Board of Education offered a prize to the boy or girl in the district in which the school was located, who should propose a name, which would seem to the Board, best suited for the new school. Approximately fifty proposals were handed in and the children took a very lively interest in the matter.

This school is erected in what is one of the most prosperous factory districts of the city and the children are largely the children of men who make things. It seems especially fitting, therefore, to the Board to give the building a name which would be an inspiration to the children of men who are doing the work of the world. This building will be equipped with a manual training department, a domestic science department, a gymnasium and shower baths, in addition to the regular equipment necessary to the school curriculum. It is located on one of the most sightly spots of any school building in our city and is the beginning of what we hope to be a kind of local civic center.

The successful competitor is a boy seven years of age and his name is Russell Lamb. Would it be asking too much of a very busy man, if we would ask that we may have a written approval of this action, and perhaps with it a word to the children of that school district which may be preserved in the school building as an inspiration to many children in many years to come.

Yours very truly,

Carleton Sine

Ch. Board of Education

CS/SD

Hitch =
Mr Edison ^{we have got}
^{improvements on them}
How can these
paper use from
name this way?
You might want to
make a station + turn
of from own
men

12/16/13

December 4, 1913

left hand while he moves the file ahead a tooth at a time by turning the wheel with his right hand as shown in the figure. It is claimed that a file can be sharpened from four to six times with this device.

Edison Starter—A mechanical starter of the pedal operated, ratchet type is made by the Consolidated Gas & Electric Co., Chicago, Ill., for Regal, Sundeaker, Kirt, Overland and Ford automobiles. A pedal on the footboard operates a pawl which engages a ratchet gear on the crankshaft. By pressing the pedal the motor is turned over. The installation of this device requires only two hours' time and the use of a monkey wrench and a hammer. It is sold for \$27.50.

See for

Edison General File Series
1913. New Jersey Patent Company (E-13-61)

This folder contains correspondence and other documents relating to the New Jersey Patent Co., a patent holding company controlled by Edison. The documents for 1913 relate to license agreements and selling plans for Edison cylinder and disc phonographs and records.

All of the documents have been selected.

Newark, N. J., June 13, 1913.

Delos Holden, Esq., Gen. Counsel,
Thomas A. Edison, Inc.,
Orange, N. J.

Dear Mr. Holden:

Enclosed I beg to hand you in what may be considered
an approximately correct form the following:

Outline of Tentative Selling Plan,
License, N.J. Patent Co. to Thomas A. Edison, Inc.,
License Agreement, N.J. Patent Co. with Dealer,
Notice for Record Carton.

I am sending extra copies of this letter and of the
enclosures to Mr. Edison and Mr. Maxwell. The ribbon copies
have been sent to Mr. Edison and he will probably turn them
over to you with such notations thereon as he may wish to
make.

Very truly yours,

(signed) H. H. Dyke.

ENCL.

[ATTACHMENT/ENCLOSURE]

OUTLINE OF TENTATIVE SELLING PLAN.

I.

Patents on which selling system is based to be assigned to New Jersey Patent Company as representative of Mr. Edison. (One line of inquiry should be to determine what these patents are and how many there are of them, and also some estimate as to validity, and as to whether they are of substantial importance, and to what goods they relate, whether phonographs, records, reproducers, etc. etc.)

II.

The New Jersey Patent Company to grant to Thomas A. Edison, Incorporated, a license to manufacture goods under the patents of the New Jersey Patent Company. Also to provide for the placing of such goods by Thomas A. Edison, Incorporated in the hands of dealers licensed by the New Jersey Patent Company, and to provide specifically that such dealers shall not acquire any rights superior to those embodied in the license to Thomas A. Edison, Incorporated. The idea back of such transactions to be that the dealers will thereby acquire title to the goods, but that there would be substantially a divorcing of the rights under the patent franchise from the rights obtained by the manufacturer and transmitted by it to the dealers, the patent rights, so far as possible, having been retained by the New Jersey Patent Company and only the corporeal ownership of the goods and such incidental patent rights as cannot well be retained by the New Jersey Patent Company to be given to the manufacturer and to be acquired by the dealer for the amount which

[ATTACHMENT/ENCLOSURE]

the dealer pays the manufacturer. The license to the manufacturer should also impose upon it the duty of granting a ten per cent exchange or a similar right of exchange to the dealers. The license from New Jersey Patent Company to Thomas A. Edison, Incorporated to provide that the latter shall not dispose of its goods and its limited rights therein, except to licensees having in force license agreements with the New Jersey Patent Company.

(The only paper to be drawn under this clause will be the license from New Jersey Patent Company to Thomas A. Edison, Incorporated. Possibly there may be occasion for a contract between Thomas A. Edison, Incorporated and the dealers, but this seems unlikely.)

III.

The New Jersey Patent Company as patent owner and owner of all the patent rights, except such limited rights as have been granted by the license to Thomas A. Edison, Incorporated, will make license agreements directly with the retail licensees or dealers.

Such licensees will provide for the dealers acquiring substantially all the patent franchise rights remaining in the New Jersey Patent Company, except certain limited rights of use, and that in return for such rights and for the right to transmit the same to the ultimate purchaser or consumer, the dealer will pay a royalty to the New Jersey Patent Company which will be a percentage of the selling price and such minimum selling price which the dealer will agree to maintain shall be

[ATTACHMENT/ENCLOSURE]

fixed in the license agreement, the fact that the royalty payment is based upon and figured as the percentage of the selling price being an added justification for the fixing of such selling price by the New Jersey Patent Company, the owner of the patent rights.

This royalty to become payable upon the sale of the goods and the precise method of its collection to be determined and embodied in such license, as by monthly settlements, by the sale of labels which must be placed upon the goods and sold at retail, or in some other manner which will appear to be commercially practical.

Such retail license agreement will provide that certain rights or use will be retained by New Jersey Patent Company and not granted at all, such as use of records for duplication, use of phonographs with other than Edison records, use of Edison records with other than Edison phonographs, etc. etc.

(The only paper to be prepared coming directly under this head will be the retail license agreements between the New Jersey Patent Company and the retail licensees.)

IV

There will be several restrictive notices to be prepared which will relate principally to the use of the patented goods.

(Prepare restrictive notices)

A plan along the general lines indicated above will have several advantages.

It will serve to sever as completely as is possible the rights granted by the patent franchise and the corporeal rights in property embodying the inventions

[ATTACHMENT/ENCLOSURE]

of the patents.

The licensed retail dealer will get from the manufacturing company only such limited rights as it possesses, and what it pays to the manufacturing company will be in payment for the acquisition of such limited rights. The patent franchise rights or the principal portion thereof will be acquired by license from the New Jersey Patent Company owning the patents and the added payment made to that company will be a royalty payment and a consideration therefor will be the acquiring by the licensee of such patent license rights. The arrangement will be clearly a license agreement, and it appears entirely plain that the New Jersey Patent Company, in case of a violation by the licensed dealer, will be able to sue for patent infringement to bring the case in the United States courts, and to obtain the injunctions which are essential to the enforcement of any such system. The corporeal title to the goods will be first in the manufacturer and then in the dealer, and there will be no agency created. If a consignment system were practiced and title retained, it would be impossible to bring patent infringement suits for violations, as a dealer could not at one time be an agent and simultaneously be guilty of a patent infringement. The agent could only be proceeded against on his agency contract and the rights enforceable against an agent would not be the rights granted under the patent law.

In bringing infringement suits, the New Jersey Patent Company would be the only necessary complainant as there

[ATTACHMENT/ENCLOSURE]

would be no necessity for making the license to Thomas A. Edison, Incorporated an exclusive license.

If persons other than the licensees should, by any means, obtain possession of the patented goods, it should also be possible to proceed against them for infringement as they could show no license either express or implied, and they would be infringers of the New Jersey Patent Company patents if they dealt in the goods at all whether they out prices or not.

The provision for requiring the manufacturer to grant an exchange to licensed dealers would be helpful as going to show that the transaction between the manufacturer and dealer was not completed by the mere delivery of the goods upon order and the receipt of money by the manufacturer, but that additional material elements in the transaction remained for completion by way of carrying out the exchange. We could, if it would be commercially advantageous, make the ordinary dealers license to sell at the place named in agreement, but for present jobbers, who will be dealers only under this arrangement, we need say nothing in license about this, leaving them free to place goods on consignment with other dealers, who in selling such goods shall act as bona-fide agents of present jobbers.

The principal objection to this plan, assuming the practical difficulties ~~is~~ encountered in putting it into effect are passed by successfully, is that it will necessitate two payments by the dealer, one when the goods are received or shortly thereafter, and a second payment after they have been sold. Whether this is commercially practicable is a

[ATTACHMENT/ENCLOSURE]

matter^{to} which most full and careful consideration should be
given before the plan or any similar plan is adopted.

[ATTACHMENT/ENCLOSURE]

DEALERS' LICENSE AGREEMENT.

ISSUED BY THE NEW JERSEY PATENT COMPANY, ORANGE, N.J., U.S.A.

The NEW JERSEY PATENT COMPANY, hereinafter referred to as the "Licensor", does hereby grant to the second under-
signed, hereinafter referred to as the "Dealer", a license
as hereinafter defined and the Dealer agrees to comply with
and perform all the conditions and undertakings of such
license.

This license is granted under the following named
Letters Patent of the United States and such additional Letters
Patent of the United States as the Licensor may give notice
of to the Licensee:

(Schedule of Patents)

The Licensor having heretofore granted a license to
Thomas A. Edison, Inc. of Orange, N. J. to make and supply
Edison Phonographs, Edison Records and other articles covered
by the aforesaid patents to licensed Dealers of the Licensor,
and to conduct an exchange of said patented goods with such
licensed Dealers, but having therein reserved all other
rights and license, does hereby license the Dealer to acquire
~~said Edison~~ * CYLINDER AND DISC Phonographs and Records, and
other articles covered by the said patents from the said
Thomas A. Edison, Inc. or other manufacturer licensed by the
Licensor, and to sell the same for use (except for certain
uses hereinafter specifically excluded), but all such sales
*Cross out the words "CYLINDER AND" if license covers
Disc goods only; or "AND DISC" if license covers Cylinder
goods only.

[ATTACHMENT/ENCLOSURE]

shall be made by the Dealer at prices not less than those set forth in the accompanying price list or such changes therein or additions thereto as may be made hereafter by the Licensor and brought to the notice of the Dealer, and the Dealer shall not dispose of said patented goods in any manner whereby they will be acquired directly or indirectly for less than the said prices.

The Dealer Shall Maintain a Place of Business suitable for the display and handling of said patented goods and shall display the same for sale therein; shall at all times maintain a stock at least equal to the initial order; shall actively push the sale of said patented goods; shall operate only from the store or address for which Dealer's License Agreement is signed; shall not establish branches unless Dealer's Agreement for each branch is signed by the Dealer and accepted by the Licensor; shall sell to users only; and shall not furnish stock to commission houses or others for resale, nor allow any commissions or rebates on sales of Edison Phonographs, or Records, except to regularly employed canvassers or salesmen.

The Licensor's name plates, serial numbers, trademarks, notices and labels must not be altered, erased, mutilated, detached or concealed in whole or in part, and the Dealer shall not sell or offer for sale any of said patented goods with any of said name plates, serial numbers, trademarks, notices or labels, or any part thereof, altered, erased, mutilated, detached or concealed. All Edison Records when sold must be accompanied by the carton or envelope or other container in which received by the Dealer, and no Sound Records not licensed hereunder shall be sold or offered

[ATTACHMENT/ENCLOSURE]

for sale in Edison Record cartons, envelopes or containers. The Dealer shall keep a record of the serial number of all Edison Phonographs sold, the name and address of the purchaser, and the date of sale and must furnish these particulars to the Licensor.

Edison Records listed in "supplements" must not be exhibited; or reproduced, or placed on sale, or leave the possession of the Dealer before 8 A.M. on the 25th day of the month (or on the 24th day when the 25th day is a Sunday or holiday) preceding the month for which they are listed.

The Dealer shall pay to the Licensor a royalty of 10% of the retail selling price upon each and every of the said Edison patented phonographs, Edison records or other articles or devices employing or embodying the invention of any of said Letters Patent sold by the Dealer, and shall make monthly returns of all said sales upon blank forms to be furnished by the Licensor, and shall remit to the Licensor the amount of said royalty for each month's business on or before the 15th day of the following month.

The Licensor reserves unto itself the right to use Edison records for duplication, the right to use Edison phonographs with the records of other makes, and the right to use Edison records with Phonographs of other makes, and no such rights are granted to the Dealer nor to any vendee of the Dealer.

In case the Dealer violates any of the provisions hereof, the Licensor shall have the right to proceed against the Dealer for patent infringement or for breach of this agreement, or both at its election, and that the damages for

[ATTACHMENT/ENCLOSURE]

any such violation shall, at the election of the Licensor, be estimated at \$50, which the Dealer hereby covenants to pay to the Licensor as liquidated damages, and not as a penalty, but that the Licensor may, however, if it so elects, prove and recover damages to a greater amount. The Licensor shall have the right to revoke the Dealer's license at any time by giving 30 days' written notice to the Dealer.

In case of the termination of the Dealer's license, in any manner, or in case the Dealer is removed for failure to maintain a stock of said goods or to actively push their sale,; if the Licensor shall so request and authorize, the Dealer shall return all stock of said patented goods then on hand to Thomas A. Edison, Inc. or other licensed manufacturer from whom the same were acquired and receive back or be credited with the amount paid to such licensed manufacturer, and that, if the Dealer's stock then on hand is not disposed of in this manner, the Dealer shall have the continuing license to dispose of such stock then on hand only, at list prices, and in accordance with all the provisions hereof, but not in any manner otherwise.

~~That~~ No modification, amendment, cancellation or addition in or to this agreement, and no representation or agreements in any respect contrary hereto will be valid unless issued officially by the Licensor or signed by an officer of the Licensor.

This License Agreement is personal and is not assignable by the Dealer without the written consent of the Licensor, obtained in advance, but that this agreement shall bind and inure to the benefit of any trustee or receiver of

[ATTACHMENT/ENCLOSURE]

the estate of the Dealer and any and all persons who may become possessed of the estate of the Dealer by operation of law.

The Dealer hereby recognizes, acknowledges, and agrees not to contest the validity of any of the foregoing patents of the United States.

Orange, N. J. .

NEW JERSEY PATENT COMPANY,

.....1913.

By _____

Signed.....

.....
Dealer should sign in full. If incorporated,
name of Company on upper line, and name and
official capacity of officer signing for the
Company on this line.

If a Corporation, in what State incorporated?.....

Date.....Business.....

Witnesses:

Street and Number.....

Town.....State.....

[ATTACHMENT/ENCLOSURE]

Retail List Prices for patented Edison Phonographs,
Records, etc.

Issued by New Jersey Patent Company, Orange, N. J., U.S.A.
Patent Owner and Licensor.

Disc Machines

Cylinder Machines

Disc Records

Cylinder Records.

[ATTACHMENT/ENCLOSURE]

L I C E N S E .

THIS INDENTURE entered into this _____ day of _____ 1913 by and between the NEW JERSEY PATENT COMPANY, a corporation organized and existing under and by virtue of the laws of the State of New Jersey and having its principal office at West Orange in the County of Essex in said State, hereinafter referred to as "the Licensor", and THOMAS A. EDISON, INCORPORATED, a corporation organized and existing under and by virtue of the laws of the State of New Jersey and having its principal office at West Orange in the County of Essex in said State, hereinafter referred to as "the licensee", WITNESSETH:

This license is granted for and in consideration of the payment of the royalties hereinafter proved for.

This license is granted under the following named Letters Patent of the United States which are owned by the Licensor.

(Schedule of patents)

The Licensor does hereby license the Licensee to make articles and devices embodying the inventions of the above named letters patent and each thereof and to supply the same to ~~XXXXXX~~ Dealers licensed, whose names and addresses shall be furnished by the Licensor to the Licensee, and the Licensee shall not supply the same to any other person, firm or corporation.

[ATTACHMENT/ENCLOSURE]

This license is not exclusive.

The Licensor shall have the right to terminate the license hereby granted at any time upon giving 90 days written notice to the Licensees.

The Licensee agrees to pay to the Licensor, for and in consideration of the rights and license hereby granted, a royalty on all devices or articles manufactured by the Licensee and supplied by the Licensee to ~~retail~~ licensed ^{Dealers} of the Licensor and embodying the invention or inventions of the aforesaid letters patent or any one or more of said letters patent, in accordance with the following schedule:

On each complete phonograph	\$ _____
On each reproducer	\$ _____
On each recorder	\$ _____
On various other machines	\$ _____
On each Blue Amberol record	\$ _____
On each disc record	\$ _____
etc., etc.	

The aforesaid royalties shall be due and payable for each month's business on or before the 15th day of the second month thereafter.

The Licensee agrees to place on the machines, articles, or devices manufactured by it under this license, and in cases where the same cannot be placed directly on such article or device then upon the containers thereof, all such name plates, labels, notices and other markings as may be supplied by the Licensor for such purpose.

The Licensee agrees to conduct an exchange system with the licensed retail dealers of the Licensor, whereby the said

[ATTACHMENT/ENCLOSURE]

licensed retail dealers may return to the Licensee at least ten percent (10%) of the phonograph records supplied to said licensed retail dealers by the Licensee hereunder and receive credit therefor.

No license is granted for the use of articles or devices manufactured under this license, and the Licensor reserves unto itself all rights under the aforesaid patents not granted hereby.

IN WITNESS WHEREOF, the parties hereto have signed their names hereto by their officers thereunto duly authorized and have caused their corporate seals to be affixed hereto on the day and year first above written.

[ATTACHMENT/ENCLOSURE]

N O T I C E.

EDISON BLUE AMBEROL RECORD.

Patented in U. S. A.

(dates)

Patented in other countries

The license for the sale and use of this patented record is limited as follows:

It shall be sold only by dealers holding our written license and for not less than 50 cents in the United States of America or in other countries for less than the prices given in our current catalogs.

Until so sold no license for its use in any manner is granted.

It shall not be used for making duplicates.

It shall not be used for the reproduction of sound except upon Edison Phonographs.

Any violation hereof is an infringement of our patents.

NEW JERSEY PATENT COMPANY

Orange, N. J., U. S. A.

**Edison General File Series
1913. Patents (E-13-62)**

This folder contains correspondence and other documents relating to foreign and domestic patent applications, assignments, litigation, and legislation. Among the documents for 1913 are items concerning a reform in the patent laws proposed by electrical engineer and inventor H. Ward Leonard and introduced into the House of Representatives by William A. Oldfield of Arkansas. The correspondents include Leonard, Edison's chief engineer Miller Reese Hutchison, and Edwin W. Rice, Jr. of the General Electric Co.

Approximately 60 percent of the documents, including all items bearing substantive marginalia by Edison, have been selected. The material not selected includes unsolicited correspondence, clippings, and circulars.

Harry -

Please charge my account,
to credit of Mr Edison's personal
account ^{with}
\$738.93

the same being cost of filing appli-
cations in U.S. & foreign countries
on a certain Storage Battery
feature I have since found by
experiment to be inoperative.

I can see no reason why
Mr. Edison should pay for my
mistake or something I should have
tried out before filing applica-
tions.

MRX

2/19/13.

Mr Edison
is all right
to do this
H.M.

OKW

Piled
2-28/13
Gaul

Inv. #7046

1913-CY-25

Folio _____

This is of no value, it probably
refers to the Allen diaphragm in
Kinetophones - This speaker is no good

STATEMENT OF INVENTOR

Invention Improving Mica Diaphragms ^{built up mica diaphragm}
 Conceived on June 15, 1913 Made sketches on 2
 Disclosed to Mr. R. Hutchison Date 6/15/13.
 " J. A. Propoy W. E. Carter
 Made drawing July 25/13 Finished on July 25/13
 Model or complete working device started _____
 Finished on _____
 Is the invention in use? No.

General Description of
Invention.

Mica diaphragms immersed in varnish
having very penetrative solvent as acetone
in a vacuum. This varnish then penetrates
& makes more homogenous, preventing
splitting & air leaks

Received by J. A. Propoy Date July 2, 1913
 Inventor W. E. Kennedy
 Remarks _____

Note: This statement, together with sketch, to be put in the
application file.

7/1/13.

Improving Mica Diaphragms.

Mica, of which phonograph diaphragms are largely made is an aluminous silicate containing soda & potash & lithia; occurring as a flexible, laminated structure, the laminae of which appear to be held together only by adhesion.

In practice the hard firm mica seems to give the best results. Poor results are obtained from mica whose laminations are loose & have air heels between.

To prevent the formation of these air heels and to render useful the mica in which they occur, it is proposed to place the diaphragms or pieces of mica from which they are made in a vessel with a dilute emulsion made up of a small amount of adhesive gum dissolved in a very penetrative solvent such as benzole or acetone and to remove the air from the vessel and thus produce a partial vacuum. In this way the air will also be removed from between

2

the laminations and will be replaced by the varnish when the air is allowed to again enter the vessel. This varnish is intended to cement the laminae together into one firm mass.

June 27, 1913.

Mr. Edison:

U.S. Patent No. 1,061,282 to Genesey dated May 13, 1913.

This patent is not infringed by us.

FB-KGX

MEADOWCROFT.

Any where a

Reinforced

Stop of our

Fredrick Jackson

LOUIS HICKS,
COUNSELLOR AT LAW AND PROCTOR OF ADMIRALTY,
CORPORATION, PATENT AND GENERAL LAW,
7th FLOOR - 235 BROADWAY - 235 BROADWAY - 235 BROADWAY
235 Broadway, New York.

4638 Broadway,
TELEPHONE NO. 8000-235 BROADWAY

NEW YORK, N. Y., July 1, 1913.

MEADOW CROFT.
MEADOW CROFT.

Thomas M. Edison, Esq.,
Edison Laboratory,
Orange, N. J.

My dear Mr. Edison:

I have just returned from the West. During my absence I received a letter from Mr. Holden stating that as soon as I returned you would like to see me in regard to the matter of the appeal in the suit on the long kiln patent. If you desire I can go to Orange at any time to see you in regard to this matter, but would be obliged if you ^{will} have Mr. Harry Miller telephone to me with regard to the time because I have a few engagements of some importance which must be kept.

With regards I am

Yours very truly,

Louis Hicks

Say all I wanted
to see him about is
to go ahead & appeal
the case & that I think
the Court Cos will refuse to
pay anything & that I
may have to keep
working here to keep
the case from losing
appeal if I don't
show it up in
an even a little

GEORGE H. GUY
25 WEST 92ND STREET
NEW YORK

Nov. 17, 1913.

Mr. W. D. Meadowcraft,
Edison Laboratory,
Orange, N. J.

My dear Mr. Meadowcraft:

I have just seen Mr. Taylor who tells me that he has received a letter from his English lawyer, telling him not to announce his inventions publicly for some couple of weeks, in order to allow time for certain of the patents to be filed. When Mr. Taylor is ready to go ahead, I will communicate with you again.

Thanking you for your interest,

Yours very truly,

George H. Guy

C O P Y

59 rue de Provence

Brandon Brothers

Paris, 27th, Nov. 1913

Mr. Delos Holden,
Edison Laboratory
Orange, N. J.

Dear Sir:

We have today received a letter from Thomas A. Edison Incorporated dated 17th inst. enclosing a draft for \$335.85 for which we are obliged.

This draft is intended to settle our statement of account against Delos Holden for August amounting to \$25.30; also our accounts against Thomas A. Edison, Inc. "A" for August and September amounting respectively to \$21.00 and \$1.10; also Thomas A. Edison Inc. Kinetophone account for September amounting to \$281.35; also the Foreign Cement Account for September amounting to \$0.80. The remittance also includes an amount of \$6.30 which is stated as in settlement of Thomas A. Edison, Inc. "C" account of August. We find however that this is not so, and that no doubt the amount is intended to settle our August account against Thomas A. Edison, Inc. "C" which amounts to \$6.30.

The above remittance settles our statements of accounts to the end of September last with the exception of our Statements of accounts re the Foreign Storage Battery Patents. In regard to these we remind you that our statements of account for

2.

the month of June last amounting to \$261.00 is still outstanding although you have remitted our Statement for the month of July. There is also outstanding our August account amounting to \$113.70 and our September account amounting to \$72.08. A remittance will oblige.

Yours truly,

Brandon Bros.

H. WARD LEONARD,
LAWRENCE PARK, BRONXVILLE,
NEW YORK.
TELEPHONE, 229 BRONXVILLE.

*Holden
What do you
think of this*

Dec. 13th. 1913.

Thomas A. Edison, Esq.

Orange, N.J.

My Dear Mr. Edison:-

I enclose to you herewith a copy of a new Patent Bill H.R. 10153 introduced Dec. 9th. 1913 by Mr. Oldfield.

Mr. Oldfield introduced this Bill at my request. I went to Washington lately and had a long conference with Commissioner Ewing and Mr. Oldfield and they were so favorably disposed to my idea which I had drafted in rough form that they asked me to prepare the Bill with the assistance of my patent lawyer and submit it in final form. I did this recently and now Mr. Oldfield has introduced the Bill exactly as I submitted it to him.

I am extremely anxious to have you agree with the essential thought of the Bill and therefore wish to present to you some of my reasons.

(1). Mr. Oldfield has reintroduced his old Bill as to compulsory license, his present Bill being H.R. 1700 introduced April 7th. 1913. Of course you will appreciate that the new Bill suggested by me H.R. 10,153 does not provide compulsory license, the motion for preliminary relief in the form of a 5% royalty being upon motion by the plaintiff and

V
H. WARD LEONARD,
LAWRENCE PARK, BRONXVILLE,
NEW YORK.
TELEPHONE, 229 BRONXVILLE.

(2).

therefore entirely at his option.

I was in hopes that if I could suggest to Mr. Oldfield something constructive in the way of patent reform and immediately available as a Bill, we could probably induce him to drop his compulsory license Bill H.R. 1700. But it seemed impossible to get him to drop his compulsory license Bill until some one furnished him something constructive and immediately available. He was not satisfied to delay action by the appointment of a Commission. He wanted something which would arm the inventor of small means against the wealthy corporation and compulsory license seemed to him the only way.

(2). Under our present practice there is not a sufficient presumption in favor of validity due to the patent grant. The patentee is forced to obtain an injunction or nothing. Everybody hates an injunction except the man who gets it. The Courts will not grant an injunction even for a patent if they can find any reasonable way of avoiding doing so, and certainly will not do so until every vestige of doubt is removed from their minds as to the propriety of granting an injunction, which in the case of a patent is rarely possible, as the Courts seldom feel sufficient confidence as to their understanding of the invention and the prior art to stop an important industry and destroy existing property. But if they could grant a reasonable return to the inventor until the

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M. WARD LEONARD,
LAWRENCE PARK, BRONXVILLE,
NEW YORK.
TELEPHONE, 229 BRONXVILLE.

(3).

defendant proved that the Patent Office had erred in granting the patent, I believe the Courts would gladly do this, and this preliminary relief of 5% royalty in lieu of a preliminary injunction would, I believe, meet with favor whenever the patentee decided to ask for it and take it in lieu of what he could get for damages and profits on machines made prior to the final determination of the suit. At present an accounting after injunction is a long, complicated, and expensive proceeding and rarely results in benefit to any one except the lawyers.

(3). The patentee would be more likely to secure the assistance of capital when his patent was boldly and clearly infringed as in such cases it would be a short and inexpensive proceeding to establish title and infringement and thereafter during the progress of the suit the patentee would be getting his 5% royalty which would probably pay his litigation expenses, especially as the defendant would either be satisfied to continue to pay the 5% for the life of the patent or else would try to bring the suit to a speedy conclusion.

(4). The work of the courts would probably be greatly reduced because there would be a strong tendency on the part of the infringer to settle the case when it found it impossible to discourage the patentee by the expense of an intentionally protracted litigation.

(5). An inventor who had succeeded in obtaining a royalty or settlement as to one patent would be stimulated to

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H. WARD LEONARD,
LAWRENCE PARK, BRONXVILLE,
NEW YORK.
TELEPHONE, 229-B BRONXVILLE.

(4).

invent and patent other things which is not the case today to the degree that it should be.

(6). Able but comparatively poor inventors now in the employ of large corporations with little chance of making either reputation or money would be encouraged to establish their own manufacturing business in competition with the large corporations. This would create desirable competition based upon the efficiency of invention in place of the present inefficiency of the standardized methods and apparatus of the typical large corporations.

(7). The Patent Office would tend to be more careful in granting improperly broad claims than at present.

(8). The bold and inequitable copying of a patented article would rarely occur as there would be a tendency to try to avoid the patent rather than to boldly infringe. This would mean, in many instances, the creation of new inventions which would not be made under existing conditions.

(9). Combinations in restraint of trade would be much less effective in creating a monopoly because the 5% royalty would directly stimulate invention to develop a competitive article backed by capital not now obtainable. Hence the difficulties of enforcing the Sherman Law would be greatly reduced and in many cases the combinations would be broken up because of the competition of a superior article which under

✓
H. WARD LEONARD,
LAWRENCE PARK, BRONXVILLE,
NEW YORK.
TELEPHONE, 329 BRONXVILLE.

(5).

present conditions never appears in competition.

(10). The time and money of able inventors would be devoted to creative and constructive work instead of litigation which is merely destructive.

(11). Inventors who are today protecting their ideas by keeping them secret rather than by patenting them would have more of a tendency to patent them, and also to devote more attention than they do today to inventions which could not be kept secret after being put on the market. This would tend to advance the art and benefit the United States in its competition with other countries.

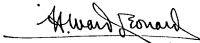
(12). The present tendency of all patents to drift into the possession of large corporations and form a monopoly of monopolies against the interest of the public, would be checked.

Hoping to hear from you favorably as to the idea underlying this Bill H.R. 10,153.

I remain,

Yours very truly,

H.W.L.
1 Enc.
B.



[ATTACHMENT/ENCLOSURE]

68th CONGRESS,
2d Session.

H. R. 10153.

IN THE HOUSE OF REPRESENTATIVES.

DECEMBER 9, 1913.

Mr. OLDFIELD introduced the following bill; which was referred to the Committee on Patents and ordered to be printed.

A BILL

Relating to patents.

1 *Be it enacted by the Senate and House of Representa-*
2 *tives of the United States of America in Congress assembled,*
3 *That in any action for infringement of patent where, upon*
4 *motion by the plaintiff against a specified machine, art, or*
5 *composition of matter charged as an infringement, the*
6 *plaintiff shall make prima facie showing of title and infringe-*
7 *ment, the court shall, upon the prima facie showing of*
8 *validity raised by the grant of the patent, enter an inter-*
9 *locutory order directing that the defendant shall (a) file with*
10 *the plaintiff or his representative, within each calendar*
11 *month after the entry of such order, a statement of the num-*
12 *ber or quantity and selling price of all such machines or*
13 *compositions, or in the case of an art, the number or quantity*
14 *and selling price of the machines or products operated upon*
15 *by such art, made, sold, or used by the defendant subse-*

[ATTACHMENT/ENCLOSURE]

2

1 quent to the entry of such order and until the final decree in
2 the suit, and (b) shall at the same time pay to the plaintiff
3 or his representative a royalty of five per centum of the total
4 selling price so reported; and further directing that if the
5 defendant shall make default in the filing of any report, or
6 the making of any royalty payment hereunder, notice thereof
7 shall be given to the defendant by the plaintiff, and unless
8 such default be remedied to the satisfaction of the court
9 within ten days a preliminary injunction shall issue against
10 such infringement: *Provided, however,* That if the selling
11 price is not established, or at the discretion of the court, the
12 court may fix an arbitrary price as a reasonable selling price;
13 *Provided further,* That if such application is made by
14 plaintiff, and the statements are filed and royalty paid by
15 defendant, the defendant shall not thereafter be required to
16 account for or pay any other profits or damages for any
17 infringement so reported and paid for, nor shall any injunc-
18 tion be issued against the continued use of the specific
19 infringement so reported and paid for: *And provided further,*
20 That no defendant shall be required to pay more than five
21 per centum royalty upon any machine, art, or composition
22 under one or more patents owned or controlled by the same
23 interest at any time subsequent to the commencement of
24 the infringement complained of: *And provided further,*
25 That nothing herein shall repeal or impair any relief to which

3

1 plaintiff may be entitled under any other law of the United
2 States save as to the specific infringements reported and
3 paid for hereunder.

*R/R
Mr. Durand
for "your files"*

Dec. 16, 1913.

Lab. Letterhead

Mr. E. W. Rice, President,
General Electric Company,
New York City.

My dear Mr. Rice:-

The special motors I use under my Phonographs have to be made here, because of the requirements, which are so exacting that none of the manufacturers want the job.

Mr. Durand, who will present this letter, will explain that I wish to use two minor ideas in building these motors, which you have covered with patents.

As the motors I will make with these features will only be used with my electric Phonographs, which are not many in number, I will thank you to extend to me the privilege to use the patents referred to under a royalty basis of ten percent (10%) of a fifty cent (\$.50) saving on each motor which we anticipate will result in the use of the patents referred to.

With personal regards, I am,

Sincerely,

Earl

GENERAL ELECTRIC COMPANY
SCHENECTADY, N. Y.
PRESIDENT'S OFFICE

New York Office, December 18, 1913.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:-

I have your favor of Dec. 16th in which you ask for a license under certain patents upon a royalty basis of 10% of the estimated saving on each phonograph meter.

I am giving Mr. Durand a letter to the head of our Patent Department at Schenectady, Mr. A. G. Davis, copy of which I enclose. I hope Mr. Davis' report will be favorable to your request.

With kind personal regards, I remain
Yours very truly,

EWB/ENM

Edw. Rice Jr.

[ATTACHMENT/ENCLOSURE]

New York Office, Dec. 18, 1913.

Mr. A. G. Davis,
General Electric Co.,
Schenectady, N. Y.

Dear Mr. Davis:-

I enclose herewith letter from Mr. Edison, dated Dec. 16th, which speaks for itself.

I have talked with Mr. Durand and explained to him that I know nothing about this particular subject, but that we were always glad to do everything possible to accommodate Mr. Edison.

Mr. Durand will explain the matter more in detail to you, and I would be glad if you would write me your recommendations at an early date.

Yours very truly,

(Signed) E. W. RICE, JR.

FWR/FNM
Enc.

December 29, 1913.

Mr. Edison:

Referring to your query with respect to the annexed letter of H. Ward Leonard dated December 13, 1913.

I have gone over the patent bill referred to and find that it covers a novel procedure totally different from anything at present in the Patent Laws and which I have never heard suggested before. The advantages of the bill are quite fully set forth in Mr. Leonard's letter and it seems unnecessary to comment upon the same. The principal disadvantages of the bill which occur to me are as follows:

The bill provides that the order of the Court for the payment of royalty by the defendant shall be upon the prima facie showing of validity raised by the grant of the patent. This provision would apparently prevent the defendant from attacking the validity of the patent and would lead to injustice in all cases where a patent is invalid. In a large number of cases, patents are granted through failure on the part of the examiner to find anticipating references. It is well known that on account of the large number of cases pending in the Patent Office and the various and frequent changes in the examining corps, a great many patents are allowed which contain invalid claims. In other cases, the examiner considers the claims patentable over certain references and the Courts afterwards hold the patent to be invalid in view of the same or other references. I do not know what the percentage of patents ultimately declared invalid by the Courts is, but in all such cases it would be manifestly unjust for the plaintiff to collect a royalty out of the defendant at any time.

Mr. Edison.

-2-

12/29/13.

This defect in the law might be cured by a provision to the effect that the royalty should not be paid to the plaintiff but should be paid into Court to await the outcome of the suit, that is, it would be paid to the plaintiff if successful, but otherwise would be returned to the defendant.

If the bill in its present form should pass, since the examiners are undoubtedly honest, they would become even more strict than at present as to the allowance of claims. It would, however, be possible for an examiner to allow broad claims which he knew were not warranted by the state of the art in order to permit the owner of the patent to bring suits and collect royalties out of persons whose goods or processes would be covered by the claims referred to.

The amendment suggested by me would tend to prevent any such misuse of the law, but in any event it seems to me that it would be unjust to prohibit the defendant from making any showing as to the validity or invalidity of the claims sued upon. I believe that all that the patentee is entitled to upon the hearing of a motion of this character, is that all doubts should be resolved in his favor, or, in other words, the motion should be granted and the money paid into Court unless the Court should be satisfied beyond a reasonable doubt that the patent is invalid.

The bill provides that in case a royalty of 5% is paid to the plaintiff there shall be no further accounting for any other profits or damages for any infringement covering the period in question. This might be unjust to the plaintiff for the reason

Mr. Edison.

-3-

12/29/13.

that the profits or damages might be greatly in excess of 5%. It seems to me that it should be optional with the plaintiff whether or not he should have an accounting.

While I have not gone into the question very carefully as to how such a law would affect your manufacturing operations, it is my impression offhand that it would be very harmful and expensive because there are a good many patents in existence the claims of which are broad enough to cover devices manufactured by us and processes used by us, some of which patents we know to be invalid and others of which we consider invalid, and the owners of the patents evidently agree with us as they do not sue. Therefore, as a business proposition, I should think that you would not be in favor of this bill.

From the standpoint of an inventor, you might be benefitted by it, but offhand I do not think of any patent under which you could collect royalties except perhaps the moving picture film and camera patents which, however, will expire next August. These patents, of course, belong to the Motion Picture Patents Co. *The long*

rule patent might be swept by such a law.
As to other valuable patents owned by you, *for instance, storage battery* a defendant would generally be very glad to use them by the payment of a 5% royalty, but you on the other hand would be entitled to a larger payment than this, so that if they were infringed, you would probably bring the ordinary motion for injunction instead of the

Mr. Edison.

-4-

12/29/13.

motion for 5% royalty. Therefore it is doubtful if the law would
be of any benefit to you as an inventor.

Edison

ENCL.

DH/JU

[ATTACHMENT/ENCLOSURE]

I do not think this bill
could be passed -

If it was arranged
to read that preliminary
injunction ~~shall~~ ^{shall} issue
~~that~~ when the inventor
proves to the Court that
~~he~~ ^{was} the first ^{person} to introduce
the article covered thereby
into Commerce, such
injunction to continue
until the final determination
by the Court of the validity
of the patent -

[ATTACHMENT/ENCLOSURE]

It is easy to prove
commercial ~~use~~
introduction, & the
inventor having the
patent, No subsequent
prior art could come
in after the inventor
proves there was money
in it & then him
in other words
the inventor with
his patent & first
commercial introduction
to

[ATTACHMENT/ENCLOSURE]

have a clear field
while the Pirate
is fighting him
that is all I would
ever want.

The New York Herald Sunday Dec. 1918 says: President Wilson has indicated to members of the Judiciary Committee who will draft the Administration's anti trust programme that he desires to include a provision striking at corporations which use the patent laws to promote illegal combinations in restraint of trade. Mr. Wilson regards the suppression of patents a device frequently resorted to by large industrial corporations to prevent competition as a serious evil."

Any inventor with some years of inventive experience can testify to the truth of the latter assertion quoted above. Often with a new idea in mind one makes a search among the patent records only to find that a supposedly new invention patented years back is "held in reserve" or suppressed by a firm or corporation preventing others from making and marketing a superior construction than that which the suppressor is marketing.

I take it that the fundamental idea in granting patents was to furnish incentive and reward to inventors. It was supposed no doubt that granted a monopoly for a term of years an inventor might by the exercise of such monopoly be repaid for his efforts in producing something of benefit to the community. Tens of thousands of cases might be cited where the inventor has received little or no reward, his invention or inventions serving to pile up fortunes for those who either employ him the year round or who have taken over his rights for a song. Such cases, not at all exceptional, prove that in a great degree the original idea of granting patents for the encouragement and benefit of the inventor is not bearing fruit. How could this condition best be remedied? How can we make sure that the inventor shall receive just compensation for his inventive effort provided his invention figuratively speaking does make two blades of grass grow where but one grew before, or in some way serves to increase the health, wealth, happiness or prosperity of our nation. Also we must not lose sight of the fact that the present patent system fosters monopoly, for a basic patent constitutes a monopoly. State and national laws have been enacted to discourage monopoly and this government grants patents upon which monopolies may be founded. Has the patent system, good for the time when it was promulgated outlived its usefulness under modern conditions? If patents shall be abolished what shall we substitute to insure reward for inventors commensurate with the service they render? I respectfully suggest that this Government take under consideration a plan contemplating an annual appropriation of several millions of dollars to be offered as prizes for the best inventions produced yearly in various classifications. The prize winners patents to become public property so that any and all may be free to manufacture them. We might maintain the present patent system at the same time for those who won no prize. This would make the government a strong competitor against corporations in the matter of important inventions and would insure prize winning inventors of important devices receiving a just reward for their

work irrespective of capital and business ability which in most cases when operating in conjunction with the inventor gobbles up the lion's share of the proceeds.

However, if the present patent system must remain, let it at least be just in this respect: Let it grant the inventor whose work is done in an original or virgin field insurmountable protective patent right for the period of his patent or patents. Watt, the inventor of the steam engine should have received a patent on a device that converts the expansive force of steam into mechanical energy. Sholes the inventor of the typewriter should have received a patent on a type writing machine. Bell should have been granted a patent on an instrument for the transmission of sound vibration electrically. Such important inventions should be treated in the light of discoveries, and the broadest possible protection not limited to constructive features should be granted their inventors. What if rapid progress in these arts would be temporarily retarded thereby. Has the inventor-discoverer no rights? Must his interest forever be subservient to that of the community? What a blessing it would be if such important inventions were paid for by the government direct to the inventor leaving the inventions free for all and not subject to the grasp of monopoly:

Monroe Sunshine
59 West 8th St., New York.

**Edison General File Series
1913. Personal - General (E-13-63)**

This folder contains correspondence from Edison's friends and acquaintances. Included are items pertaining to Edison's holiday in Maine and his plans to spend time with industrialist Henry Ford and naturalist John Burroughs in Florida. Also included are letters relating to arrangements for the exhibition of the Kinetophone, Edison's system for talking motion pictures, at the Association of Edison Illuminating Companies convention in Cooperstown, New York. Among the correspondents are numerous longtime Edison associates, including H. Ward Leonard, Thomas Swinyard, and Arthur Williams. Other correspondents include J. Robert Crouse of the Illuminating Engineering Society, Herbert N. Straus of R. H. Macy & Co., and David M. Gardner of the Association Island Corporation.

Approximately 60 percent of the documents have been selected. The material not selected consists primarily of unsolicited correspondence and other routine items.



Hotel Hawthorne

70-72 W. 49th St.

N. Y. CITY

C. SNIPPEL, PROPRIETOR

CHAS. LA PRELLE
MANAGER

MEADOWS

Exp. March 2nd Sunday

My dear Friend 2nd March 1913

Thanks for your kindness to my
Daughter Florence, for answering
the letter she wrote to you. -

I was not aware that she had
written to you, and it was a surprise
to me. -

My residence for years, has
been at Gilbertsville N.Y. - my
second wife, having been born
there; and holding largely much
of the Village which her Grand
Father Gilbert, possed soon after
he came over from England -
to Canada. -

In the winter, we move about.
much in England and France

and Germany -

Now wont you & yours, come
up to us at Gilbertsville the
coming Summer, - I am sure
you would ^{be} greatly pleased with
it. -

Always your friend

Mo. Swinyard

Thomas

THE BOULDERS
LAWRENCE PARK, BRONXVILLE
NEW YORK

Nov 7/13

Dear Mr Edison,

Please accept my cordial
thanks for your kind letter of Nov 5.
 Hoping to have the pleasure of
seeing you soon, I am,

Yours very truly
Thomas A. Edison
Orange N.J.

Alvan Seaman

ARTHUR WILLIAMS
FIFTY-FIVE DUANE STREET
NEW YORK

May 3rd 1913

W. Williams

Thomas A Edison Esq
Llewellyn Park
Orange
New Jersey

Dear Mr Edison

Enclosed is a copy of a letter which has just reached us from Upper Egypt. It seems so characteristic that it occurred to me you may be interested in glancing through it at your convenience.

Dr Tolman read your letter at last night's Dinner. Needless to say I shall always keep it.

Cordially yours

Arthur Williams

Enclosure

WESTERN UNION NIGHT LETTER

Form 2280 IC

THEO. N. VAIL, PRESIDENT

RECEIVED AT 208 N. 3RD ST., ORANGE, N. J.
TELEPHONE 4001 & 402
10NY RY 85N ~~ALWAYS OPEN~~

BATTLECREEK MICH MAY 16TH 1913.

MR THOMAS A. EDISON,
ORANGE, N. J.

IT IS REPORTED YOU ARE SOON TO VISIT BAYCITY MICH
CANNOT YOU INCLUDE A VISIT TO DR J. H. KELLOGG
AND HIS GREAT BATTLECREEK SANITARIUM I AM RESTING AND RECOVERING
FROM AN OPERATION HERE DR KELLOGG EXTENDS YOU A CORDIAL
INVITATION I AM SURE HE CAN ADD TEN YEARS TO
YOUR LIFE AND THAT WOULD BE ABOUT THE GREATEST THING
THAT COULD HAPPEN TO THE WORLD YOU CAN DO AS
YOU PLEASE HERE AND YOU WILL ENJOY TALKING WITH DR.
KELLOGG ON EDUCATION AND DIE-T

Hon. BEN B. LINDSEY,

10BAM

HH'7

Write say no indication
coming to Michigan - don't
know how recent got and hope no bad
results follow your operation
etc

P.S. - Mr. Straus dictated the foregoing just as he was rushing off to catch his train, and he directed me to ask that you please pardon his being compelled to leave instructions for the mailing of this letter without his signature.

M. W. Schau
Secretary.

HERBERT N. STRAUS
BROADWAY AND THIRTY FOURTH STREET
NEW YORK

June 16th, 1913.

My dear Mr. Edison:

I have just received your letter of June 14th, and can not tell you how grateful I am for your interest in young Gardner. I have just written him to follow your instructions and he will communicate with Mr. Meadowcroft.

I regret that I personally will not be able to come over just now as I am leaving today for a fishing trip in Canada and will be gone two or three weeks. With your kind permission, I may avail myself of your kind invitation at some later date.

Again thanking you for your trouble and interest in Gardner, and with kindest regards, believe me,

Very sincerely yours,

Herbert N. Straus
HNS

Mr. Thos. A. Edison,
Orange, N. J.

Over.

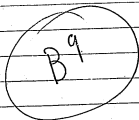
Telegram

Aug 9, 1913.

J. Robert Brouse
care. Elbert Hubbard,
East Aurora, N.Y.

"Received Hubbard article. Showed it
to Edison who says it is picturesque
and practical but has no objection
to your using it as proposed."
W. H. Meadowcroft

Aug. 9, 1913.



W.H.

Telegram

Aug. 13, 1913.

J. Robert Crouse
Nela Park,
Cleveland, Ohio

Mr. Edison says will be glad
to loan some late films - I am
arranging for some - He understand
you have machine and operator.
Edison has written Morrison - Carbon
copy mailed you to Cleveland today

W. H. Meadowcroft

Sent by W.H.
Aug 13/13
3.35 p.m.

Ht

J. Robert Crane
Helm Park
Cincinnati.

MEADOWCROFT

given 8 days back
7/29

August 14, 1913.

C18

Mr. W. H. Meadowcroft,
Orange, N.J.

Dear Mr. Meadowcroft:--

Thanks for your prompt advice in
regard to loaning some of Mr. Edison's late films.

This will certainly be highly
appreciated by all the electrical men present. We shall
plan to show these on the evening of the first day, September
3rd.

Mr. Edison:

I suppose a
week or 10 days
in advance will
be O.K.?

W.H.C.

If there is, from your standpoint,
no particular objection to forwarding these films considerably
in advance, it might be desirable to do this, so that Dr.
D. M. Gardner could try them in the machine and be sure that
everything will work properly.

Dr. D. M. Gardner is the Administration
Officer of Association Island and is familiar in general with
moving picture machines.

In forwarding these films, they can,
therefore, be sent to the following address:

Dr. D. M. Gardner,
Association Island,
Sacketts Harbor, N.Y.

Yours very truly,

J. Robert Crane

JRC/S

P.S. I am deeply
appreciative of your
courtesy and cooperation
enclosed is picture of our
yacht in which I hope
sometimes to give you a sail

COPY FOR Mr. Meadowcroft

August 14, 1913.

Mrs. Thomas A. Edison,
Llewellyn Park,
West Orange,
New Jersey.

Dear Madam:--

Only a very unusual circumstance would make me feel justified in writing you on the subject which I have in mind.

Possibly the briefest way of advising you of what is being planned is to enclose you a copy of an invitation which is being extended to all the leading men in the electrical business for a meeting at Association Island, September 3rd to September 6th, 1913.

I realize that every gathering of electrical men can be considered incomplete if Mr. Edison does not attend, and I fully appreciate that his personal high sense of his duty to his invaluable work and to his family is such that few occasions really justify his attendance.

I have the personal feeling that the occasion to which I refer is one of those rare events which do so justify his presence, providing there may not be other considerations which should properly out-weigh it and of which I have no knowledge.

I have learned from Mr. Meadowcroft that you are all planning for a trip to Maine in the near future, and having this thought in mind, it occurred to me to suggest that a motor trip to our Association Island, with your family, might be very pleasant and work in harmoniously with your other plans. I should be very happy to see that every possible arrangement is made for your comfort and convenience, if such a plan appeals to you as being feasible. While our meeting at the Island is for men only, there are very comfortable places on the mainland, about two miles distant, where your family could be quartered during the one or two days of the meeting. In addition, I might state that the vicinity affords every opportunity for recreation in the way of boating, fishing and motoring.

We should be glad, in addition, to put at your disposal for a days cruise on the bay or lake our yacht the "Dauntless", an eighty-foot well-appointed lake-going boat, which you might find to be pleasurable to run up through the Thousand Islands and return--a trip which can be made in one day.

COPY FOR

-2-

Perhaps it is needless for me to say that a motor trip up through this country is delightful, as I believe Mr. Edison mentioned to me, in a recent interview, that he made this trip a year or so ago.

I can only hope that our desires may harmonize with what it is possible for you to arrange without serious inconvenience to your family.

I shall hold myself completely at your disposition, if a favorable answer is received, to arrange every detail of the trip and your stay, so that I believe you will have no occasion to regret your co-operation in this matter.

Very sincerely yours,

JNO/S

POSTAL TELEGRAPH - COMMERCIAL CABLES CLARENCE W. HICKAY, President	
RECEIVED AT  Tel. 200 Orange 209 Main St., Orange, N. J.	DELIVERY NO. Tel. 200 Orange 209 Main St., Orange, N. J.
TELEGRAM The Postal Telegraph Cable Company (Incorporated) transmits and delivers this message subject to the terms and conditions printed on the back of this plate.	

10-348

DESIGN PATENT NO. 80320

You will return them direct to him
 at East Aurora. I feel certain that while
 this might be asking a good deal of
 Mr. Edison it will be a very great
 source of lasting pleasure to those
 who will greatly regret his absence
 but who will like myself be happy to
 accept the judgement of you who know
 him best - J. Robert Crouse 5-45 pm

J. Robert Crouse
Ketchikan
Alaska

August 19th.
1 9 1 3.

Mr. W. H. Meadowcroft,
Edison Laboratories,
East Orange, N. J.

Dear Sir:

I am in receipt of your telegram of the
16th reading as follows:-

"Yours with enclosure received. Will
send films in good time. Did you get mine
with copy Edison letter to Morrison."

Also copy of the letter which you addressed to Mr.
Morrison, which of course is a great disappoint-
ment to us, but we do not wish to press any plan
of procedure which will not be in harmony with what
is best for Mr. Edison.

Our plans for having the souvenir dedi-
cated to him, consisting of Mr. Hubbard's article,
etc., have gone so far that it will not be feasible
to change them. I do not think we would be disposed
to make the change in any event, since this affair
is originating essentially with the incandescent
lamp manufacturers, who owe their very existence to
Mr. Edison's pioneer work.

May I ask whether it would not be feasible
for me to arrange to have a special messenger take
these souvenir books to Mr. Edison to be autographed,
so that while we would feel he was present with us at
our meeting in spirit at least our guests would have
this Edison souvenir book with his autograph as a
permanent pleasant reminder of him and of the occasion.
I should be glad, even if it were necessary to send
some one to Maine with this souvenir, to do so, in
order to get his autograph.

There would be a total of two hundred and
twenty five of these to sign. We have made special
provision in the book for Mr. Edison's autograph
signature.

Yours very truly,

JRC/A/816

J. Robert Crouse

SIGNED DURING THE
ABSENCE OF MR. CROUSE
FROM THE CITY.

J. Robert Crouse
Heta Park
Cleveland

August 21st,
1913.

S²³

Mr. W. H. Meadowcroft,
Edison Laboratory,
Orange, N. J.

Dear Mr. Meadowcroft:

Thanks for your letter of the 18th in reference to arrangements for sending the films to Dr. Gardner, which I am sure will work out nicely.

In regard to the picture of the yacht will you please understand that the invitation to come up to the Island will hold good from now until you succeed in doing it, and I shall certainly be pleased to see that you have a delightful ride on this boat.

In regard to having a book autographed for Mr. Edison, our thought was to have a special one made for him and secure the autographs of every one in attendance. Shall be pleased to send this book through to you for him.

Very cordially yours,

J. Robert Crouse

JRC/A/820

SIGNED DURING THE
ABSENCE OF MR. CROUSE
FROM THE CITY.

Mr Edison

Mr Arthur Williams phoned
over that a receipt will be
tendered for Monday evening
Sept 8th at the Edison
Convention Corporation NY
and asked that I remind
you of same and ascertain
if you can be there.

MMK

8/22/13

MEADOW CROFT.

Explain my "how"
to wife

Phoned above 5/6
Mr. Hamilton Aug 23/13
11 am WMM

Recd: Fred Hutchison

August 25, 1913.

Messrs. McChesney, Kennedy and Dolbeer:-

At the request of Mr. Arthur Williams of the New York Edison Company, Mr. Edison has instructed that I give a demonstration of talking pictures, Kinetoscope and phonograph before the Edison Convention, Cooperstown, New York, on the evening of September 10th.

Mr. McChesney will please select five or six talking picture subjects, and a Kinetophone outfit from stock, having same shipped ~~in~~ *by express to*

M. R. Hutchison,
~~C/o Mr. Arthur Williams~~, "*Hed unit called for*"
Cooperstown, N. Y.

in time for installation by installers who will be sent out from the Laboratory by Mr. Kennedy.

The Kinetoscope used in talking pictures will also be used for showing the school films and the two or three silent pictures which same have been shipped at Mr. Meadowcroft's request to some convention in the Northern part of New York State. If Mr. Meadowcroft will instruct that these films be shipped by the party to whom he has sent them, addressed to

M. R. Hutchison,
~~C/o Mr. Arthur Williams~~, "*Hed unit called for*"
Cooperstown, N. Y.

it will not be necessary for them to come back to the Works.

Mr. Dolbeer will please select the proper disc records and make the standard arrangements for demonstration of the phonograph.

The demonstrations will be made in a very large tent, and it is suggested that loud records be used.

The display is for one night only, but it is possible that the Convention will desire that the phonograph be kept over a few days to give other members a chance of hearing it. The talking picture and Kinetoscope will be returned as soon after the demonstration as is possible.

M. R. HUTCHISON.

Copy to Messrs. Wilson and Meadowcroft.

ASSOCIATION ISLAND CORPORATION,
HENDERSON HARBOR, NEW YORK.

DAVID MOULTON GARDNER, M. D.,
GENERAL MANAGER.

NEW YORK OFFICE
CHAR. E. HILLS, TREASURER
47-49 WEST STREET

FALL AND WINTER OFFICE
ROOM 827 NO. 30 CHURCH STREET
NEW YORK CITY

Teletype

Sackett's Harbor

September 1st, 1913.

Mr. Meadowcroft,
Edison Laboratories,
West Orange, N. J.

Dear Sir:

I am in receipt of your letter of August 26th giving the list of reels which have been so kindly loaned to us for use during the coming week. I note that you wish these films to be redirected and shipped on the 6th of September, and we will take special pains to see that this is done in accordance with your suggestion.

We are issuing orders today to the proper department to have this taken care of and are making tickler memo to take care of this shipment.

I am looking forward to tonight with great interest as I expect to go over some of these reels at that time. We have found our moving picture evening to be one of the most helpful evenings during the summer. We secured a machine last year and have had reels regularly every weeks since. I like very much to have personal knowledge of the educational films for from time to time we can introduce them into the program and feel they are of benefit to the audience who see them.

I had the pleasure of communicating with you last year when I made an appointment with a gentleman in New York with reference to the talking pictures when there were some people who wished to secure the rights to use these pictures in Austria.

I hope some time to have you see Association Island and get an idea of the kind of work we are trying to do.

Very truly yours,

DM Gardner

GENERAL MANAGER

208/212-829

Dictated Aug. 29th.

Mr. Edison:

I telephoned Mr. Miller
that we could not possibly do
anything for them on the date
mentioned as all our films would
be at Cooperstown and Mr. Hutchinson
would be there also.

Mr. Miller said he would
write you about a later date.

W. H. Meadows

Sept 2/13

OK W.H.

WESTERN UNION TELEGRAM

Form 1004

THEO. N. VAIL, PRESIDENT

RECEIVED AT

230 Main St. Tel. 430-4302
Orange, N. J. Always open

TELEPHONE NO. *908*

TELEPHONED TO *to Hm*

BY *CP*

AT *315 PM*

73 MB 12 VIA WATERTOWN.

ASSOCIATION ISLAND NY SEPT 2ND 1913.

W. H. MEADOWCROFT,

EDISON LABORATORY, ORANGE N.J.

TELEGRAM RECEIVED WILL SHIP FILMS SEPTEMBER
WITH YOUR LETTER.

SIXTH IN ACCORDANCE

ASSOCIATION ISLAND CORPN.

313PM.

1
Burroughs

Dec. 11, 1913.

Mr. John Burroughs,
West Park on the Hudson,
New York.

My dear Mr. Burroughs:-

I propose leaving for Florida on February
24th. If you can come, I will engage compartments and get the tickets.
Will you please let me know at your early convenience.

I have written Mr. Ford to find out if he
can go at that time.

Yours very truly,

Edison General File Series
1913. Personal - Edward H. Johnson (E-13-64)

This folder contains correspondence and other documents relating to Edison's longtime associate Edward H. Johnson. Most of the items for 1913 pertain to Johnson's patent marketing business, including his negotiations with the German electrical concerns Allgemeine Elektrizitäts Gesellschaft and Siemens & Halske. Also mentioned is Johnson's brief marketing effort on behalf of the Edison Home Kinetoscope.

All of the documents have been selected.

EDWARD H. JOHNSON
TEL 1424 RECTOR

Hutch

How in your Elec
Galleys on with
the Concentration
NEW YORK

COMMERCIAL BUILDING
20 BROAD STREET
NEW YORK

My Dr Edison
I have had 12
Deptn: of Water Gas & Electric
the Home Kinestoscope
The Net result is the determination
to proclaim the thing a Toy, if you
can substitute an incandescent
for the arc lamp -
Of course I took the ground that
you would necessarily have done
this long ago if it had been
at all practicable - Nevertheless
the Department Engineers appear
to be firmly convinced that
such an achievement is not
beyond your invention limit
they say they are advised by
the Genl Electric Co that quite
some progress is being made
at Harrison in this direction
I have promised to see you &
get your views but I am unable
to come out at present & so
write instead - Query, since the

Production of a ~~Rescindable~~.....191
Luminous Lamp would greatly
strengthen your hold on this field
is it not worth your while to
evolve something new if the existing
thing is too limited - Every one believes
you can do it - There is the
general confidence in your
omnipotence & I'm afraid I didn't
weaken this confidence any by
relating some of your work of
"Inventing an order" as for instance
the loud speaking telephone -
I understand the officials of
the principal cities are in accord
on this subject so if you
win one you win all - it's
a big field if ever the fear of
danger is removed -
My little grandson 8 years of
age gives almost daily exhibition
to his Chum & with great success
he can take the machine apart
clean it up - But it together again

EDWARD H. JOHNSON
TEL. 1424 RECTOR

3

COMMERCIAL CABLE BUILDING
20 BROAD STREET

NEW YORK, 191

advised it perfectly & get a
good picture as any of your
experts which fact is at once
a tribute to his signature & the
simplicity of your machine

Please don't throw me down
hard on this lucid descent
suggestion but if the thing is
impossible give me the
facts & reasons.

Yours faithfully
E.
Edward H. Johnson

PETER JOSEPH McKEON

DAVID I. KELLY

EDWARD CAMPBELL

B. KINGSTON HALL

BUREAU OF FIRE ENGINEERING

"For the Safety of Life and Property."

FIRE PREVENTION AND INSURANCE EXPERTS

80 MAIDEN LANE

TELEPHONE JOHN 776

NEW YORK. Feb. 14, 1913.

Adjustments
Analysis of Rates
Appliances, Fire
Arms
Automatic Alarms
Automatic Sprinkles
Bridges, Private Fire
Causes of Fire
Chemical Extinguishers
Combustibles Regulations
Department, Fire
Doors, Fire
Drills, Fire
Electrical Equipment
Escapes, Fire
Explosives Regulations
Fire Reports
Fire Statistics
Fireproof Construction
Fireproofing
Gasoline Storage
Hazards, Protection of
Hoses, Fire
Inspections
Investigation of Fires
Laws, Fire
Manual Fire Alarms
Oil Storage
Ordinances
Parks, Fire
Partitions, Fireproof
Plans
Policies
Publications
Pumps, Fire
Rates
Receipts, Safety
Regulations
Research Investigations
Schedules, Rate
Shutters, Fire
Skylights, Fireproof
Specifications
Sprinkler Supervision
Standards
Standpipe and Hose
Statistics
Surveys
Wall, Fire
Watchman and Clock
Windows, Wire Glass

Mr. William Maxwell,
Second Vice President,
THOMAS A. EDISON, INC.
Orange, N. J.

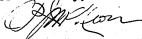
Dear Sir:-

Answering yours of February 13th, I shall
make an appointment with Mr. Paul A. Heyrowitz and clear
up his doubts about fire insurance complications, and
as far as I can, explain the trouble with the Depart-
ment of Water Supply, Gas and Electricity.

If there is likely to be a continued delay
in getting the Department's ruling, do you think it wise
to try and have them suspend action pending the Commis-
sioner's decision? I, of course, do not want to project
myself into the situation as long as Mr. Johnson is
handling it.

Perhaps Mr. Pelzer has already spoken to
you about Galesburg, Ill. Is my recollection right
that you are a native?

Yours sincerely,



M/B

Hutchy
in re Johnson
Letter shown to
Maxwell

M.R.H.

Evidently we shall have to tackle this proposition. The kernel of the matter is the corporation counsel's opinion. Johnson can't tell us anything about its contents. He read but can't remember it. I am trying to get a copy of the opinion. When we have it, we shall know where we stand and can start in from there. I doubt if the Corporation Counsel's opinion justifies the position taken by Comm. Thompson's department.

For the present, at least, we should stand steadfastly against any change in the apparatus. Chicago authorities tried the same thing - in fact nearly everywhere they suggested changes before holding.

If you will return the attached letter, I shall write Thompson telling him to mark time, until further advised.

AM

22 Feb. 13.

Johnson has been rather opinionated and while ostensibly adopting our suggestions, has I think really proceeded along lines of his own invention.

MEADOW CROFT.

Mr Edison

I suggest that you
call off EN Johnson on
New York Insurance
matter on Home P.K.

Maxwell & I
can handle it better
without assistance
from Johnson. He
has ideas of his
own which we don't
seem to be able to get
out of his head.

MAX

2/24/12

MEADOW CROFT.

Write EAP & say to
drop the subject -
for a while ~~we~~ say
our men are
watering on another
line, ^{which} will explain
later to him

Wrote 2/26/13
WMM

EDWARD H. JOHNSON
TEL. 1424 RECTOR

COMMERCIAL CABLE BUILDING
20 BROAD STREET

Johnson, E. H.

NEW YORK Feb. 20 - 1913

My Mr Edison
Send statement,
I am preparing for a trip abroad
to Market the Patents which I
have just acquired from my Defendant
London Co and from Laidell -
I am now sole owner & am
going to Berlin to sell to either
the A.E.G. or the Siemens-Brown
Company. I paid £1000 cash
for the whole of the European
Patents & I sold a few minor
U.S. Patents in which I had a 1/2
interest to the G.E. in order to
get the cash to cable to London
now. I am writing up my life to
see where I stand & to learn what
in clear shape in case I
should happen not to be able to
give personal attention to the
final settlement of my affairs.
I am asking those who have
helped me to send me a
statement of my 1/2 as I think

On this book. Will you
please instruct your Secretary
to do this at his earliest
convenience

I greatly oblige
Yours faithfully
C. H. Johnson

EDWARD H. JOHNSON
TEL. 1424 RECTOR

COMMERCIAL CABLE BUILDING
20 BROAD STREET

NEW YORK

Feb. 28

Mr Walter Miller
Secretary

Dr Mr Miller

Thanks for the $\$$ - as I have
kept no record of the loans
made me by Mr Edison
Yours $\$$ "agree" perfectly.
Henceforth I am intending
to improve in this respect

Yours Very Truly

Edw. H. Johnson

How much would
Mr Edison
\$8405.⁰⁸
A.M.

Johnson, E.H.



747.
GREENWICH

MEADOW CROFT
GREENWICH PAPER BOTTLE CO.
NINETEENTH LIFE BUILDING,
MANHATTAN AVENUE
NEW YORK

TELEPHONE GRAMERCY 4140.

Mr. Johnson for 'The Telegrapher'
in 'Modern Electric Development'
at a Banquet on the 19th
My memory cells have
become so clogged by
the Mental Moral & Physical
Vicissitudes of the last few
years as to preclude my
ready recall of our old
time Chums & their more
recent achievements - Can
you suggest a few names
with the requisite collateral?
If so I shall be obliged
Yours Fraternally
E.H. Johnson

G³

Johnson, E. H.

EDWARD H. JOHNSON
TEL. 1424 BOSTON

COMMERCIAL CABLE BUILDING
20 BROAD STREET

NEW YORK, Apr. 17 1913

Notes

My Dear Edison

Without my authority the New Landell
Motor was brought to your attention.
Naturally you assumed it was the
Old Matter - & declared yourself
uninterested - This would not have
been the case had I personally
presented it to you - & I want an
opportunity to correct the error that
has been made - Not of my own
interest at all - as I have no interest
in this latest of Landells' achievements
- but I do want to see you in
possession of an article that
clearly distances all competition &
which happens to be especially
fitted for operation in association
with your new Battery -
Will you look the enclosed
over & then give me a hearing?

Yours
E. H. J.

EDWARD H. JOHNSON
TEL. 1494 RECTOR

Johnson, E. H.

COMMERCIAL CABLE BUILDING
20 BROAD STREET

May 16 1913
NEW YORK

Dear Meadowscroft.

Some time since I wrote to Mr E.
Concerning the new Louisville matter
& enclosed a couple of typed
sheets of Comparative figures.
I find I have no copy of this
paper and as I wish to use
it abroad I should be glad
if you would look it up &
return it to me By/so doing
you will greatly oblige

Yours Very Truly

E. H. Johnson

Dear
Please look up
the last letter of
E. H. Johnson to Mr.
Edwin. It has some
memoranda attached.
Please send same.

W. H. Meadowscroft
May 17/13

2 sheets figures
Returned to
E. H. J. May 17/13
W. H. M.

MEADOW CROFT
EDWARD H. JOHNSON
TEL. 1424 RECTOR

Johnson, E. H.

MEADOW CROFT
COMMERCIAL CABLE BUILDING
20 BROAD STREET
NEW YORK

Say he has caught me

at a time when it is

Mr Edison absolutely impossible to ^{May 16/1911}
spare a cent on account
having bought out at a total cash
of all my money & see you
cost of \$7000 the remaining assets
of my defunct English company
at an asking price of \$100,000
to negotiate the sale of the property
to either the A. E. C. or the latter
as they own the property
60 or 70 Railways & are therefore
interested otherwise than as buyers.
In fact I made an important trade
with them some years ago which
only fell through at the last minute
because of the protest of the G. E. in
America. Now the system is very
greatly simplified & improved &
Coffin assures me that the G. E.
have no longer any interest in
the A. E. C. - My chances are therefore
very good -
I obtained the money to make this
purchase by selling the G. E. a

EDWARD H. JOHNSON
TEL. 1424 REGTOR

2

COMMERCIAL CABLE BUILDING
20 BROAD STREET

Line of Patents I had ^{NEW YORK} taken ¹⁹¹
while in England - This money
has never only sufficed to pay for
the property and clean up some
short term obligations I had
incurred here. Notably one of
\$2000. to Coffin -

I am therefore compelled to provide
a stake for my campaign abroad
and incidentally to leave my wife
provided for in my absence -

This will require \$2500.
I figure this will require \$2500.
And have asked Isaac if he will
contribute towards it - I appealed his
reply - If you can stretch you
past Henderson to a like extent I
shall sail a week from tomorrow
I shall get 500. from Coffin if I
get the 2000 from you & Isaac
I am of course aware of the tax I
am putting upon you but I am
so confident of making a success
of this - probably my last venture - that

EDWARD H. JOHNSON
TEL. 1424 RECTOR

B

COMMERCIAL CABLE BUILDING
20 BROAD STREET

NEW YORK.....191

I feel quite safe in predicting
my complete justification not only from
you but with others as well.
In any event I shall come out
& see you before sailing as I want
to "Speak by the Book" When asked
concerning your Battery rather
indiscreetly please give the matter
a few minutes of your valuable
time and put my mind at rest
as to these last ships in this long
& persistent effort to rehabilitate my
personal fortunes - & good repute

Yours very truly
Edw. H. Johnson

Johnson, E. H.

May 19, 1913.

Edward H. Johnson, Esq.,
20 Broad St.,
New York City.

Dear Johnson:

Yours of the 16th instant was received. Unfortunately you have caught me at a time when it is absolutely impossible for me to spare a cent on account of all my money, as well as everything I can borrow, being tied up on Disc Phonographs, which I cannot market until I can produce a supply of records. I have been working eighteen to twenty hours a day for months to perfect the manufacturing technique, and have had some awful problems to contend with.

I am sorry it happens this way. Had it been otherwise I would have helped out.

Yours,

EDWARD H. JOHNSON
TEL. 1424 REGENT

JOHNSON, E. H.
COMMERCIAL CABLE BUILDING
20 BROAD STREET

MEADOW CROFT

Note requested

NEW YORK

Monday

Returned 10 May

Dr. Edison

May 19/13

All right Old Boy - I fully
appreciate your position
and also your kindly
expressed good will
I'll try raise the money
Elsewhere - you will see
by the enclosed that I
have a good thing - I have
no interest in this motor
in this country, but I
personally own the Patent
on it in Germany France
Belgium Sweden & England
are coming out to see you
Wednesday Am -
Yours
E.H.J.

Please tell Messrs. Stoddard & Co. I have no date for the future stopping in London
E.H.J.

Now Johnson, E. H.

Berlin Aug 10/13.

My Dear Edison

Who is Editor of Harpers now - is it still
Harvey or has his successor taken hold?
If you have not read this I want you to do so.
You will note that it is not addressed to you
at all - the writers mind is in fact combating
a verdict that has been pronounced - yet
subconsciously he is disclosing his real estimate
of you - perhaps far more convincingly than if
he was positively essaying to do just that thing.
The atmosphere of his mind as regards you
is that in which mine has always dwelt, but
I have never recognized it so clearly until
it is presented to me all unconsciously
between the lines of this writer. In fact I
have always thought that should I survive
you - which God forbid - I should in some
quiet way portray you & your achievements
I know from personal contact with the minds
of the real men of the world in which we live
that when you have gone and the voice of
envy and destruction is by that event still
loud - just this estimate of you & your work
will be the key note of the worlds epitaph
You need not grieve.
This is not a case of
"He's your hat"
E.H. —

Yours faithfully
E. H. Johnson

[ATTACHMENT/ENCLOSURE]

EDITOR'S EASY CHAIR

NOT very long ago one of our contemporaries, by no means the least esteemed, indulged the fancy of inviting its readers to vote upon a very interesting, if not a very important, question. The question was, Which ten Americans living were the most useful to their fellow-men, or which could their fellow-citizens afford to insure for the largest sum because they were of the greatest value to the community; or, in other terms (but still the terms of the same commandment), if Congress should decide to award ten prizes to the most deserving men and women in the country, and leave the choice to a popular referendum, who should get the largest number of votes?

Something more than a thousand of our contemporary's readers voted in response, and in large part gave their reasons for electing Mr. Edison, Miss Jane Addams, Mr. Carnegie, Mr. Roosevelt, Mrs. Helen Gould Shepard, Dr. Alexis Carrel, Colonel Goethals, Mr. Bryan, President Wilson, and Mr. Luther Burbank, here named in the order of their priority. Many other distinguished and benedict citizens were chosen by respectable minorities, from Dr. Booker T. Washington, for spreading light among his people, to Mr. J. D. Rockefeller, for putting by means of his philanthropic monopoly another kind of light "into millions of homes, even the humblest"; Mr. Orville Wright, "for his improvements of the aeroplane"; Dr. Wiley, "because of his services in behalf of pure food"; ex-President Taft, for his endeavors to establish international arbitration; Mr. John Mitchell, for his devotion to the cause of labor; Miss Helen Keller, "as an inspiration to handicapped lives"; Miss Ida Tarbell, "as an exposé of social and financial rottenness"; Captain Terry was gratefully remembered for the discovery of the North Pole, although that pole has not yet been found of great practical benefit to the nation. In the

absence of actual hostilities, Admiral Dewey and General Wood may have been sufficiently chosen in the third or fourth ten of our benefactors, but in spite of the prodigious prevalence of the letters and arts among us in these piping times of peace, not one "poet, novelist, dramatist, actor, musician, artist, architect," as our contemporary notes with apparent surprise, "received votes enough to bring him anywhere near the topmost ten." Ministers of the gospel fared no better; with our authors and artists, they were evidently "not regarded as useful or indispensable members of society."

We cannot share the feeling of our contemporary at this unavoidable conclusion, and we do not refuse to accept the average thousand voting on this referendum as fairly representative of our whole hundred millions. Each of the ten men and women chosen as our best unquestionably stands pre-eminent among living Americans for some definite, absolute, tangible benefaction in his or her way. As our latest and shrewdest observer has noted, we Americans have a dominant passion for "getting results," as those ten have got; results that we can lay our hands on and feel advantageous in our daily lives. Yet it is in no poverty of imagination that a great and good woman is popularly ranked next to the tireless inventor who works his wonders continually for the advantage and convenience of the community. The voters recognize that she has "got results," as unquestionably as he, and it is not incredible that if the matter were left to Mr. Edison himself he might vote Miss Addams into the first place.

Such an effect of magnanimity in him would not be alien to the nature of the representative Americans voting him most indispensable among living Americans. These are none the less generous in their admiration because they seem so aridly practical in their preferences.

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HARPER'S MONTHLY MAGAZINE

As a people, however, we prize and honor those who utilize principles more than those who discover them. Not the genius which divined the atom-power, but the ingenuity which put it to work on land and sea is the greater in our eyes.

Not Franklin who rent the lightning from the sky, but Mr. Edison who lights, heats, moves, and amuses modern civilization with it, and makes it talk, sing, and do everything but think, is supreme in our regard. Not to Langley, who surprised the secret of the aeroplanes, but to the brothers Wright, who applied it, do we render our highest praise and warmest thanks. Yet when it comes to asking which among us is greatest and best, our dry utilitarians cannot forget a woman who is greater and better than anything she has done. In their way they feel the beauty and nobility of her nature; they revere these next to the molecular activity of the unrivaled inventor's life.

The Americans who have so frankly put themselves on record by their votes, and their reasons, have apparently no misgivings as to their judgments or their qualifications for judging. Not only Miss Addams in her dealing with the saddest sin of every age is in a practical way "getting results," but also Mr. Roosevelt, "by an ability to achieve results," is held "pre-eminent in the realm of national affairs"; and for kindred virtues the eight others of the ten are confidently ranked above their fellow-citizens. We are not, nor not yet, finding fault with the test employed; it is a very direct and a very specific test. What has a man done that he should be called great? What has he tangibly accomplished for the general use? "By their fruits ye shall know them" was said long ago by One who spoke as having authority; and surely this is the same as trying men by the results they have got! Perhaps it is, and perhaps it is not; perhaps those fruits were the fruits of character rather than the fruits of action; for there seems to be a difference, though it is not palpable to the hand of the greater employment.

It is not from our passion for "getting results" that we can best and most value the woman who has so surpassingly applied Christianity at Hull House. There are other passions of the heart which must have their share in our veneration

of her. There is such a thing as being good, which is as real and as conceivable as doing good, and which was before that and beyond it. The benefactions of Mr. Carnegie are many, but there are those who will feel that he was worthy to be elected third of our first ten because he has owned that the means of this came from the work of others, rather than because he had founded libraries and served the cause of peace and scientific research. We should not deny that the great surgeon who among his other wonderful achievements has learned how to "keep the heart alive one hundred and twenty days apart from the body to which it belonged" is worthy of the highest honor and fame; but why ignore the painter who can put soul into a picture?

Is it perhaps the Great American Mistake to do so? Does not it show a certain crudity of nature in us that we ignore even the existence of the arts and letters as national glories and blessings? Has it always been as it is now, and if it has not, have not we been advancing in the wrong direction? Is not our present practicality a recrudescence which we have sunk to through our passion for getting results, for material advantages such as we can see, feel, hear, touch, and taste, rather than such as appeal for appreciation to the heart and soul? Would not it be possible to prove that artists had as high claim to popular gratitude as our inventors, our charitable millionaires, even our reformers? At the door of the Luxembourg Gallery are certain figures and groups in bronze, rendering so vividly the fact of the poverty which exists in Paris that they wring the heart with pity and remorse. If there were a plébiscite in France, would the artists who created these be quite ignored in a vote which should choose the greatest inventors in aviation and automobilism chief of the French nation? Is not something like such a gross insensibility to what is essentially the highest result to be got in any civilization, manifest in the American vote which does not register a single ballot for any sculptor of ours? Or has no sculptor of ours got such a result?

In these conjectures we are asking the reader to follow us in a region where we do not blame the voters of our con-

[ATTACHMENT/ENCLOSURE]

EDITOR'S EASY CHAIR

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temporary for not being able to penetrate. As far as they could go, we do not think they have gone astray; we even think they have chosen very well on their chosen ground. No living author has been considerably mentioned in their referendum as having contributed to the greatest good of the greatest number, as having "got results" of the sort that materially benefit the masses of men and women eager for light, heat, housing, and health. But perhaps even on that higher ground where the esthetic fumes pine forgotten the finest results have not been achieved in the divine or heroic measure demanded by the tests employed. If we were bidden to think which of our best authors deserved a place beside Mr. Edison, or Mr. Burbank, or Dr. Carrol, we should have some hesitation. No living author whom we recall among our hosts of novelists has "got results" in any such sort as our inventors and investigators have got them; and Mrs. Stowe alone among the immortals who are dead has surpassed those successful favorites in "getting results," if her great novel superlatively promoted the emancipation of the slaves.

The time was easily within the recollection of any man who has survived his generation, when the American ideal was higher living instead of the higher-cost living which comes of greed for the cheapening of the creature comforts, the grossly appreciable advantages, material, mental, and moral. Yet our present reclusiveness is not wholly ungenerous; if our lower ideal is that not a few but all shall share these advantages; that none shall be left behind or aside in the race for them. But undeniably we had once a fineness of ideal from which the present ideal has coarsened. In that former time our literature expressed a longing for the beauty which is truth; neither Longfellow, nor Lowell, nor Whittier could be content with the lovely line alone; its curve must lead to the staid and narrow path which few find but none need miss; it was sometimes even forced to this office. The clear, cold voice of Emerson called from the crystal air of Concord in the duteous accents which we seem to fall of in the voices of Indianapolis and our other literary centers. The greatest novel of that day, the best

seller of almost any day, flamed from a passionate ardor for humanity. The incomparable romances of Hawthorne bore a message to the conscience of every reader. If a vote upon the question put by our contemporary had been taken in that day, would none of these authors have been elected among the ten whom their countrymen could least spare? Or would not Channing, Beecher, Parker, Hale, have been remembered as our benefactors along with the first electricians, reformers, philanthropists, and scientists of their different epochs?

There is really no saying. If we had a writer like Tolstoy living among us and of us, would he be counted as one of those Americans whom we should award the prizes of the highest desert as an unrivaled benefactor of his countrymen? If he would, it must be by a criterion altogether different from the criterions which the public school and the Sunday edition and the specialized magazine have taught us to use. Our good men and true, our good women and true, are known to such as have chosen among them by this referendum through the paragraph and the interviewer, and we are not saying that they are known easily, any more than we are saying that the choice among them is an error. Very likely the chosen are what they have been voted; their excellence is a visible and palpable thing, and the excellence of other kinds of Americans who in their different sort may have meant as well by their fellow-citizens is simply not evident to the general apprehension. For that reason the arts and letters have been passed over, and the applied sciences, economics, politics, which get results for knowledge, comfort, health, and even humanity, have their reward.

If once it seemed different, will it ever be different again, and shall the great actor, author, painter, sculptor, preacher be counted a supreme friend and helper of a grateful generation? That depends a great deal upon how the coming generation is taught; a great deal more, possibly, upon whether those who entertain and even edify the passing generation can come somehow to its ground and dwell there neighbors and friends with it, as those heroes and heroines of the average choice seem somehow to have done.

Johnson, E. H.

Dear Edison

Pleasant Stimpelitz

Berlin Sept. 5/13.

I was compelled to send you the cable request for a little further help because this time concerning performance here has completely exhausted my fund and thus prevents my sending anything home. Of course Sammy has been helping me but I can't see one him for everything and this month I have to meet an extraordinary demand consequent upon moving and the maturing of a final payment upon the furniture I bought 2 years ago on the installment plan. Hope you will be able to do this for me.

I am still fighting the battle with both the A.E.C. and the Siemens people - Leonard arrives tomorrow to give me the benefit of his personal help in expounding his inventions.

I shall probably enter into non exclusive royalty agreements with two or more of the European Manufs. and am aiming to get each one to put down a moderate cash payment on signing the license. This plan will give me some cash in hand and an income in the future which I hope to make a new turning point. Hear you have been taking a very brief holiday? Yours faithfully

E. H. Johnson

Johnson, E. H.

Dear Einar

Persian Steinplatz
Berlin Sept. 13/13.

I note that you are touring with your family
I'm glad of it - I also note that you are
S.S. - this I hope & believe is a German
trick to evade public attention.

The Germans people have made me a
proposal but I am debating the question
of its acceptance - Meanwhile they are sending
a man out to New York on other matters
& have asked that he be given a chance
to investigate the matter we had dealt
by the Allen, Chalmers people - this I have
arranged for.

The A. E. S. are still considering my
proposal - since they have had a
discussion with Lundell himself I am
hopeful of a similar deal with them.

Non exclusive licenses - Cash down for
drawings - an agreement to build for
trial and an option to acquire the
license definitely after trial on the basis
of 3% on selling price - I am asking
a little more cash a little shorter trial
term and a little higher royalty. I will
get some improvements on this offer
but can't say how much.
Yours as ever E. H. Johnson

Mr. Edison's two
 letters from Johnson
 while you were sick.
 He would help the
 I close his deal -
 you wrote to him that
 that we were not letting
 you make any more
 see how we could help.
 perhaps your reply will
 interest W. H. L. & Co. 13.
 Johnson, E. 7.

My dear
 Meadowcroft.
 Your very welcome letter at hand.
 I could've read the newspaper account
 of Mr. Edison's illness but I read more
 in between the lines than on them as
 I had formed a very biased opinion
 of my own before leaving home - I am
 however glad to hear directly & reliably the
 real facts and sincerely hope he will
 continue to improve. Moreover I hope he will
 take time by the forelock and enfold his
 shoulders on some big broad shoulders
 before it is too late - He is handling quite
 too much of the sordid end of a big
 business, work by which his genius is
 not only not regained, but which there
 are many men, absolutely lacking in
 mental brilliancy, yet far more capable
 of handling it than he and there
 men are to be had for wages - true
 it will take a good wage to get the
 right man, but what of that, the higher
 the wage the more certain is the man
 to earn it always of course providing
 capacity & wage go hand in hand -
 i.e., that the right man is found

And He can be found - if only He is really
 looked for in the right way and place
 He should be a Youngish man not over
 40 or 45 - yet one who has made his mark
 in Organizing and managing big business
 Such men are of course not idle
 they would have to be roped out of
 their Special course, but then that is
 nothing - it's done every day - Note the
 frequent change of Station of Railway
 Presidents, Bank Managers & the like
 Judge Gary of the U. S. Steel Trust would
 take the Contract of finding & guaranteeing
 just the right man, and at or about
 50,000 apiece - From what I see & hear
 I'd wager such a man would pay his
 50,000 from pay roll eliminating the
 first year and after that bring big dividends
 on the investment - but alas I suppose
 it futile to discuss such a proposition
 Even in the face of the historical fact that
 no great leader has ever yet risen to
 a world commanding prominence
 in the commercial field without the aid
 of able and faithful Lieutenants. Even
 Morgan the very genius of organizing
 power employed a host of them &
 paid them fabulously - yet however

Much they achieved and to whatever
 perils they individually attained the
 Waste Mind was never dwarfed or even
 shadowed - just as it would be with
 our friends if but there was some way
 to make him see & see that all the
 world but him sees and regrets its
 inability to do close to him

Please give him my regards and don't worry
 him any more with my affairs - I am
 getting pretty close to a deal with the
 Dickens people now and meantime
 Manning Russell is taking care of my wife
 doing what my son in Law should do, but
 don't - but that's another chapter and one
 that will be written only when friends have
 been written under - or is it over;

Yours Very Truly

Edw. Johnson

If you choose you can show this
 to Mr Edison it expresses my
 convictions & I'm not afraid to
 speak them as I'm not risking
 a salary or sucking one

E.H.J.

Johnson, C. H.

Pension Steinplatz

Dear Edison

Berlin Oct. 23/13.

Now? Hope by this time you are as fit as ever. You will be glad to learn that after more than two months of expert examination conducted by a perfect regiment of "Talent" - the Siemens Co. have taken a ^{Nov. 1893 in} decision for Germany paying down a small cash sum ~~the~~ \$500. and agreeing to pay a royalty of 3% upon selling price of all apparatus in which any one of the licensed inventions is employed - With the prestige of this agreement I should be able to make other similar agreements not only for Germany but for the other European countries including of England

Am glad to hear you have settled the Battery matter with Bergmann and that your Battery has got into strong hands - The big Battery concern here was too strong for the little Dutchman, or at least for the small capital he was able to command for fighting them.

Have you done anything in England yet? Your operations in America ought now to make it easy to command in England a big and ample capital to move the Battery a 'go' there from the outset?

With best wishes

Yours faithfully
C. H. Johnson

**Edison General File Series
1913. Phonograph - General (E-13-65)**

This folder contains correspondence and other documents relating to the commercial and technical development of Edison's cylinder and disc phonograph. Included are letters pertaining to public demonstrations of the Diamond Disc Phonograph, the selection of talent and music for recording, and the activities of Edison's agents and of competitors such as the Columbia Phonograph Co. and the Victor Talking Machine Co. Several items mention Edison's recording studio in Milan, Italy, as well as properties relating to the phonograph business in New York City and London. Also included are letters regarding phonographs exhibited at the United States National Museum. In addition, there is a communication from Ernest J. Berggren, secretary-treasurer of Thomas A. Edison, Inc., reporting sales receipts, gross and net profits, and advertising expenditures for the dictating machine business, 1909-1912.

Many of the documents, including several undated items, were written by Edison or bear his marginalia. Other correspondents include longtime Edison associates Arthur Brisbane of the *New York Journal*, Marshall C. Lefferts of the Celluloid Co., British solicitor G. Croydon Marks, and Humbert F. Tosi, Edison's representative in Italy. In addition to the correspondence, there are minutes from the Amusement Phonograph and Dictating Phonograph committees of Thomas A. Edison, Inc., along with numerous interoffice communications generated by company managers. The committee minutes appear at the end of the folder.

Approximately 50 percent of the documents have been selected. The unselected material includes letters of acknowledgment and transmittal, lists of phonograph dealers, and unsolicited correspondence receiving no substantive reply from Edison.

Edison General File Series
1913. Phonograph - General (E-13-65)
January-June

216 West 104th St., New York,
January 7, 1913.

My dear Mr. Madamcraft,

The storm was so
bad last night that I
thought Mrs. Toole would
not go over to Orange.

It was better this morning
surely, but she thought
after all, it would be better
to wait until she could be
here longer, as she is obliged
to return tomorrow.

I wish I could have heard
the demonstration yesterday
which is reported this morning
of Mr. Edison's wonderful invention.
Yours Sincerely, Ella K. Bromley.

M E M O

Mr. C. H. Wilson.
General Manager.
Callers at No.10 Fifth Avenue.
January 4th, 1913.

N.Y.City. January 6th, 1913.

George C. Rubino. No.156 Prospect Park West, Brooklyn.
Fred. H. Rubino. 170 East End Avenue, N.Y.City.
The former owns a Victor; had much to say in favor of the same but admitted ours "was fine"; spent much time examining our mechanism which pleased him; brought his cousin, Fred. H., who thought our music "the sweetest I ever heard" "better than the Victor" and was very much pleased.

E. Searles. No.235 East 118th.St. N.Y.City.
Thought the machine "very good" "certainly quite a machine" very much pleased with tone reproduction.

Samuel Hyman. No.135 East 23rd.Street. N.Y.City.
Mail order house; asked about dealer's prices; thought the machine "very, very good"; "better than anything on the market"; "but there are reasons" why he cannot take it up at this time.

Henry G. Clement. No.183 St.Nicholas Ave.
Port Richmond, S.I.

Was asked to come in by a friend; she owns a Victor; says "I will conscientiously recommend your machine to any of my friends as the best".

Mrs. L. Hueston. No.1058 Bergen.St. Brooklyn.

Pleased with the performance of the machine, its appearance; thinks it the sweetest toned phonograph she ever heard.

J.W.McFarland. 289 Broadway Providence, R.I.

Owms an "Amberola"; wishes he had waited for disc; thinks the disc machine the finest he ever heard; hopes to change later.

Mrs. Metzner. No.610 East 169th.St.N.Y.City.

Husband read about it; asked her to come in and hear it; thinks it the superior to anything she has heard; wants an \$80.00 machine when ready.

January 6th, 1913.

Schuyler B. Eddy. (Invitation) 25 Liberty St.N.Y.City.

Very much pleased; think it is the finest phonograph on the market.

Mr. Glasby (Invitation). Miss.Glasby. 1254 Naverly Place.

Elizabeth, M.J.called.

She was very much delighted with everything which she heard; thinks it the most beautiful music ever produced by a phonograph.

Paul D. Seaborn. Treas. Central Printing Co. 109 Nassau St.N.Y.City

Very enthusiastic and very much pleased with the work of the machine; "certainly the best phonograph on the market".

Wendell Baker. 54 West 12th.St. N.Y.City.

Pleased with all the work; "A very remarkable machine"; delighted with tone.

Yours very truly,

W. E. Wilson
Percy F. Morgan

M E M O.



New York City. January 7th, 1913.

Mr. C. H. Wilson.
General Manager.

Callers at No. 10 Fifth Avenue.

C. J. Billwiller (Invitation) 194 Riverside Drive.
N.Y. City.

He was very much pleased with the machine;
spent considerable time examining and listening
to it;

C. Dittmar. 80 Pleasant Place. Arlington, N.J.
H. Saacke. 410 Convent Avenue. N.Y. City.

Both these gentlemen were very much delighted
with the performance of the instrument; they seemed
decidedly interested;

All of the three were non-committal; gave no
positive expressions;

Yours very truly,

Percy J. Morgan

*Mr. Edison
Dittmar*

WJ

MEMO.

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New York City, January 8th, 1913.

Mr. C. H. Wilson.
General Manager.

Callers at No. 10 Fifth Avenue.

E. M. Leman, 46 Sterling Place, Brooklyn.
Owns a Victrola; very much pleased with disc.
instrument; tone the very best; "may want to
change to an Edison later".

C. R. Wright, 200 5th Avenue, N.Y. City;
All the above with the addition of "The
most remarkable instrument I ever heard"



Yours very truly,

Percy F. Morgan

*Mr. Edison
Salmon*

M E M O.

N.Y. City. January 14th, 1913.

Mr. C. H. Wilson.
General Manager.
Callers at No. 10 5th Avenue; -

January 11th.

L.H. Pierce. 349 8th Avenue. N.Y. City.
B. Severn. 1099 Lincoln Place. Brooklyn. Both these gentlemen very much pleased with all the machine does; very enthusiastic over its performance.

Robert T. Lozier. Standish Arms, Brooklyn (Invitation) Delighted with what the machine does. Tone wonderful.

R.S. Black. 200 West 113th. St. N.Y. City. (Invitation) Very much pleased with all the performance of the instrument.

I.C. Pierson and daughters (Invitation) 1138 Myrtle Ave. Plainfield, N.J.

A.P. Preston. 76 Kipp Ave. Rutherford, N.J. These parties very enthusiastic over the disc instrument; tone, reproduction and all wonderful.

January 13th, 1913.

S.H. Graham. 255 DeKalb Avenue. Brooklyn. } Invitations.

I.L. Milton. Same address. }

G. Regmaid. 323 East 165th. St. N.Y. City. } These parties

expressed themselves only in terms of highest praise for everything done by the machine, and their pleasure and approval covered all points.

John Wanamaker sent their repairman, (Victor) Mr. E.J. Adams. to look at the Edison disc. It is Mr. Adams' opinion that our machine has "a beautiful tone" "is a fine instrument". It seemed to please him very much.

January 14th, 1913.

Mrs. Fitterington. 551 West 172nd. St. (Invitation) Very much pleased with all the machine does. Listened to many records and was delighted with all.

D.L. Middleton. 299 Broadway. N.Y. City. }

E.F. Neagle. Same }

Came together; pleased with machine; listened to a number of records; expressions all complimentary, and instrument meets with their decided approval.

J.H. Mott. 346 Broadway. N.Y. City. Invitation.

Came a Victor; considers Edison disc greatly in advance of Victor; tone wonderful; non-change of needles a wonderful advance.

George T. Bishop and wife (Ohio Club invitation)

1000 Scofield Bldg. Cleveland, Ohio.

Thinks it a fine machine and tone remarkable; says may look into it further.

J.H. Martt. 1334 Union St. Brooklyn, N.Y.

Thinks the machine wonderful; will call on our dealer, B.G. Warner, Brooklyn.

Dr. Tracy Sr. (Invitation) 46 West 51st. St. N.Y. City.
"Never heard anything like it" "Far ahead of anything else" "Nothing to equal it".

Yours very truly,

Percy J. Morgan

*McMahon
Delano*

THOMAS A. EDISON, Incorporated

Mr. Maxwell:

In accordance with memo. sent you by Mr. Wilson under yesterday's date, asking you to obtain from me a statement showing the total sales, gross and net profits of the Dictating Machine business for the past 3 years, with a view of using this information as a basis for the expenditure of general advertising, I take pleasure in submitting the following figures:

	<u>Sales</u>	<u>Gross Profits</u>	<u>Net Profits</u>	<u>Advertising</u>
1909 (ending Feb.28/10)	\$253,014.18	\$81,888.58	\$20,156.57	\$13,243.28
	(Percentage of advertising to sales 5.23)			
1910 (ending Feb.28/11)	314,487.35	96,686.40	20,617.98	15,057.69
	(Percentage of advertising to sales 4.79)			
1911 (ending Feb.29/12)	384,949.35	103,251.83	41,709.94	10,787.90
	(Percentage of advertising to sales 2-4/5)			
(9 months)				
1912 (ending Nov.30/12)	325,997.19	87,301.72	36,464.77	13,483.52
	(Percentage of advertising 4.14)			

1/16/13

Very truly yours,

(Signed) E. J. BERGGREN.

DO GREAT VOICES EVER GO UNHEARD.

happen right here in New York, no fee or travel time due to you. That would be interesting to find out in any case is this: To what extent can a really fine and well-trained voice go begging in this great music-loving city merely for want of a hearing? How far are introductions and powerful friends indispensable to a young, ambitious singer? The directors of our wonderful opera, for example: What would they consider first in an applicant of whom they knew nothing—the voice in his throat or the letters, influence and other evidence in his pocket?

After due reflection, the waiters will just wait.

Letters From the People

Phone Record
1976

M.E.:-

They are all sent to
Orange for Committee & see
Thursday night.

Unless they are
removed from all proximity
of the stock room in
which the accepted
seeds are kept, they
will sooner or later
get mixed in spite
of all the diligence in
the world and we will
have a howl from
Japan or some other such
place. Once the move
is made for a rejected
record it will be a menace
unless removed from Philpots.

department.

I am in favor of
keeping the rejected words
and records in a
separate building from
the accepted.

MEX.

1/20/13

NEW CROFT.
G. CROMLIN MARKS.

TELEGRAPHIC ADDRESS:
"CONSTRUCTION, LONDON"

LONDON (2415, CENTRAL)
TELEPHONE NO. 1345, HOLBORN.

AND AT
10, SOUTHAMPTON BUILDINGS, LONDON, W.C.
13, TENPLE STREET, BIRMINGHAM
25, MARKET STREET, MANCHESTER.

My Dear Marks, rather than continue big
in England & continuously lose money

57 & 58, LINCOLN'S INN FIELDS, —

I much prefer to withdraw entirely
LONDON, W.C.

many years ago we did business
22nd January, 1913.

cheerful with great satisfaction
to both us to ourselves & the factors
I do not see why we cannot do it

Dear Mr. Cromlin
I have been aiding Mr. Cromelin in getting rid of our
Lease for the Willesden Works and have endeavoured to carry out
the instructions you gave him to cut down expenses there, and all
is now settled in the matter of the Lease which has been assigned
to another responsible firm connected with Motor Accessories and
the removal of the staff is being made to Clerkenwell Road.

We had a Board Meeting yesterday, Mr. Cromelin and
myself, and he brought before me letters that he had received
from Factors who have been loyal to us all through and who set
out very carefully their views as to the proposal made for
supplying them direct from Orange instead of from London. These
men confirmed the opinion I had formed from the experience of
others, that, if we do deliver from Orange and not from the London
stock, the trade that has been falling off for sometime now will
be practically ruined, as orders have to be filled quicker than
it would be possible if they had to be sent first to America and
then await their delivery back from Orange.

This appears to me so serious, and agrees also with the
experience that other people have had who have attempted to work

G.C.M.

Page 2.

T. A. Edison, Esq.

the market from America, as, for example, the Kodak Company, Babcock & Wilcox, Boiler Works, Singer's Sewing Machines, the Worthington Pump Company, the Otis Elevator Company, Thomson-Houston & Company, the Mannesman Tube Company, and other large concerns that I happen to know personally, that I felt it was my duty as representing you personally over here to write and point out the difficulties lest in the change that had been made, consequent upon Mr. Dyer's retirement from Orange, the full effect of the proposal had not been sufficiently appreciated.

The British market is somewhat peculiar, and conditions that ought to operate for its control unfortunately do not. There is frequently neither reason nor judgment associated with the manner of its working or its methods, but it is very difficult to effect a change in these business habits; so that most people find that it is advisable to locate themselves here and attempt to get what they can by being in the country rather than to get only a portion of what would be theirs by seeking to meet the demand at a slower rate from abroad.

There is a great demand for everything associated with the name of Edison, provided that demand can be reasonably met quickly and no great inconvenience is caused when placing orders. Everyone in the trade over here is awaiting the advent of your new disc machine and the new discs, but I feel that if full

G. C. M.

Page 3

T. A. Edison, Esq.

advantage is to be obtained from the trade in this country in connection with phonographs and disc machines, and the records for the same, that the orders should be executed over here from a London distributing warehouse such as Clerkenwell Road is, rather than from the General Stores at Orange or from the Foreign Department at New York.

It may be that you have so fully considered this matter that you do not need that I should report to you what has reached me from the traders as to their opinions concerning that which they deliberately state will be the results of asking them to place their orders with America for execution rather than in this country, but be that as it may, having been told that they will be unable to trade with us in the future if those conditions are followed, I felt it was my duty to write and report this to you direct and personally, even although such a report may be considered by yourself to be unnecessary, but I hope you will not consider it to be an impertinence upon my part in reference to a course of action that has been recently contemplated.

I believe Mr. Cromelin has written upon this matter direct and all that I would urge is that very serious consideration be given to the reports that he makes concerning the difficulties that are foreseen in reference to the new proposal.

Yours faithfully,

Thomas A. Edison, Esq.

G. C. M.

Phone, Madison 6227.



Wholesale
Electric Flash Lights
and Batteries.
Postal Cards.

C. B. Haynes & Co.,
— WHOLESALE AND RETAIL —
Edison Phonographs and Records
Disc and Cylinder.

No. 121 West Broad Street.

RICHMOND, VA. Jan. 23, 1913.

Mr. Thomas A. Edison, MEAD

Orange, N. J.

Dear Mr. Edison:

We have many good prospective customers for the Disc Machines. We can almost pick our retail dealers to handle them, and the only thing we can get from our competitors is that you will not have the records. Now won't you please turn loose some of those masters you have got and send them on to the pressing dept. and give us some records? We want one or two strictly high class talent to show to these prospective buyers. We have not yet received a record from any singer of note, neither have we a Band or Orchestra. Now if you don't send us some records soon, our business in this line will be ruined. The Dealers will not take the machines because they have no records. Will you please inform us when we may expect them, and oblige

Yours very truly,

C. B. Haynes & Co.

*Keep quiet a few days
we'll get plenty of
five seconds*

5

Mr. Edison:

Jan. 23, 1913.

WJ
I told you a few days ago our orders for Attachments had increased since we reduced the price of wax records, and you wanted a statement showing what the sales had been. Attached hereto you will find it.

The weekly average orders and shipments, also total orders and shipments for past three months cover those since the reduction in ^{price} wax records took effect.

The weekly average orders and shipments from July to October 12th is a comparison, showing the orders received weekly for about three months prior to the reduction in price of wax records.

You will note from these figures that the orders and shipments since the price of wax records was reduced have been about double what they were prior to that time.

CHW/IWW

C. H. W.

Enc-

HARPER & BROTHERS
PUBLISHERS
NEW YORK & LONDON

ADC/ARR

Noted July
FRANKLIN SQUARE, NEW YORK
January 28, 1913.

My dear Mr. Mendocraft:

Perhaps it has not occurred to your outfit to get some records from Chauncey Olcott, the actor-singer. I have been informed, that he has not made any, and if he is not too old to make a good record, it strikes me, that some of his songs would have a very wide appeal, as they have been popular with audiences for as far back as my memory goes, which is a long time, I assure you.

A friend of his told me that he was staying at the Ritz-Carlton for a month, and he also told me that he thought Olcott would be glad to make a try at it. I saw the *show* at the Country Club last week. It was a great success.

If any new films are to be given in the Laboratory at a private show, won't you be kind enough to put me wise? Every little while, I am having occasion to talk about the educational value of teaching pictures, and I must keep posted.

Sincerely yours,
Mr. W. H. Mendocraft,
Thos. A. Edison Laboratory,
Orange, N. J.

J. S. Chandler

Mr. Edison-

*Hayes held the
till we get good*
I attach a sample list of paired records with prices

This list is made over from numbered combinations to date-

I would like you to go over it and let me know what you think of it.

If we could get 50 combinations, it could be announced as a first list to be out say March 1/13- then by that time we would be able to make up another list for the next announcement, this would end all the worry of Mr. Dolbeer and Mr. Goodwin and ease their mind-

C. B. Hayes-

1/30/13-

*Supply of money then?
will make the change*

Mr. Edison:

This lady works as
regularly once a month.
In November having
worked through them,
so you want me to
forward her in will
make a trial record of
her voice easily.
H. Tr.

MEADOW CROFT.

1840 Fell Street,
San Francisco, Cal.

(No date)

Say that should she come
to NY we will make a record

Copy of her voice so she and
others can study & compare
it with other voices

The Edison Company,

Orange, N. J.

Gentlemen:-

I have had some correspondence with you about
having my daughter make records. I presume I need not make
needless repetition, as your files will show all this.

This winter, daughter has sung on some notable
occasions. One given the Grand Worshipful Master Mason at
Scottish Rites Auditorium. I refer you to Mr. Harry Hall,
W. M. of Missouri Lodge, which is one of the 24 lodges in
this city. He can answer for her performance on that occa-
sion.

A concert is talked of for her in February. The
object in that is to afford her means of going East. As
I have written you, she has through her own efforts educated
herself in music to the degree of excellence she has reached.
This does not personally interest you.

Unless her voice has merit to make a record of it
on an Edison Machine, worth hearing.

On the promise made me after spending the money to go
to Orange, she has sent forward what she felt was not a
perfect record, and it met with favorable mention from Mr.
Edison. I ask you definitely if you will promise a trial
record to her if she comes to you. A positive statement of
this will be a factor in determining a concert.

I have mentioned I wish to give another reference. The pastor of Westminster Church where she is singing. He is a musician, and I wish to give the name of Messrs. McCoy, Goodwin and Somerville, officers of the Y. M. C. A. of this city. A letter addressed to Mr. McCoy, Secretary of the Y. M. C. A. will be replied to by any of the above mentioned gentlemen. The Presbyterian Minister's name is R. M. Davis, Webster and Page Streets, San Francisco, Cal.

Mr. Hall's address is 49 Vicksburg Street.

I should like to have your statement to the effect that you have a record of her voice and will promise her, Miss Hittly Stuart, a trial record made at the Laboratory if she comes to you.

Kindly reply soon.

Yours very truly,

(Signed) Mrs. M. B. Stuart.

109 Sanford St.,
Pittsburg, Pa. Feb. 1, 1913.
Mr. Thomas A. Edison,
N. Y. Change,
N. J.

Hayden
McCleskey

Dear Sir:

I am sending under separate cover a piece of music which is getting popular very fast although it is not very old. "Where the beautiful Potomac river flows".

I wish you would read it through or have some one to play and sing it for you and I am certain you will like it, with a view of having it reproduced on your records.

Yours very truly,
Henry Ruess Jr.

Rudolph E. Schürmer, Resident
G. Schürmer, (Inc.)
Musical Publishers, New York
Cable Address: Schürmer, New York
Telephone, Bryant 8100
3 East 43rd Street

Feb. 1, 1913.

MEADOW CROFT

Mr. Wm. H. Meadowcroft,
 c/o Edison Laboratory,
 Orange, N. Y.

Say that we are trying
 to sell our "Edison" records
 to various reliable parties

Dear Mr. Meadowcroft:

It did not occur to me yesterday to ask
 whether your machine to reproducing the violin, voice, and
 so forth (the precise name of which I do not remember) has
 been placed in the European countries. If not, possibly these
 friends of ours that want to know about that Cinemataphon
 would be interested in that and would push the sale of it.
 among Music Lovers.

very truly yours,

WLR/HGE

would over, which I think you will agree
 what you heard —

Mr. Edison:

What shall I say?

It's called the new
 Edison Disc Phonograph

Keegan
See me about this
February 3rd, 1913.

Mr. T. A. Edison:

Kindly note the attached report from our Mr. H. K. Lister, who is traveling the Indiana territory, and I would particularly call your attention to his suggestion that in demonstrating he needs some Grand Opera selections.

When I was talking with you a day or two ago, you advised me there would be no difficulty in securing some high class demonstrating records, but so far I have only been able to obtain those which have been regularly listed.

Would you give your careful consideration to my obtaining some additional high class selections in disc records for the use of our traveling salesmen, and we would want fifteen sets for them, and about five others for special demonstrating work.

There is also an insistent demand for "band" records, and I would like of course to obtain some of these, not only for demonstrating work, but for filling orders already placed for them.

E. K. Donahoe
Edison

[ATTACHMENT/ENCLOSURE]

REMARKS in connection with Report ^{10/10/13} on Mr. S. Voults ^{10/10/13} of Vincennes Ind Date 1-30-13

My demonstration here of our new disc
 disc was almost complete and on Wed 29
 my audience was of well known local
 people of musical ability and whom
 were well pleased with tone quality -
 So many people ask to hear grand
 opera records. This is a common every
 day request - and I could make a
 more complete demonstration if I
 had this class of Record on hand.
 In most all cases my audience
 consist of cultured people who
 insist on grand opera Records
 they are more than satisfied with
 our tone and inasmuch as we
 are so far Superior in this reproduction
 I cannot satisfy them with few
 grand opera Record I carry.
 If there is a possible chance
 I would like a few extra grand
 opera Record to make my demonstration
 complete -

I was more than gratified with the
 way my audience was astonished
 with results obtained on reproduction.
 My Record's are about all in and I would
 like fresh samples. Sister

R E P O R T.

Recital, Betts Alumni Dinner.
Hotel Brevoort.
New York City.
February, 4th, 1915.

Mr. F. K. Dolbeer;-
Sales Manager;-

Mr. George Fairchild, in charge of arrangements, is the son of Mr. LeRoy W. Fairchild, who received the Medal of the Legion of Honor in Paris in 1869 at the time Mr. Edison received it, and he made it his business to see that our instrument was given every opportunity to do its best work. He, himself, says it is the ~~best~~ ^{phonograph} he ever heard which he would allow in his house.

About sixty men sat at the tables and the dinner was stopped three times-even the waiters ceasing their work-in order to hear our selections. The applause and cheering were certainly vociferous, and it seems the further we go with these recitals the more sincere and intense the appreciation becomes. The room, as far as I could judge, had a greater proportion of Victor owners than at any previous recital, and the unanimous condemnation of their own property-the Victor-and the statements of approval and preference for our instrument were extremely significant. Mr. Youmans, of "Youmans" hat fame, stated he never knew an instrument existed which could reproduce such sweet, beautiful music; and there were many similar, and even stronger, statements.

Mr. William Betts, at present in charge of Betts College told me that A. M. Billings, Y. M. C. A. Stamford, Conn., is thinking of purchasing a phonograph. He states Mr. Billings is very wealthy.

There were other attractions on the program, but our instrument received the only real appreciation.

Percy H. Morgan

Haye

February 5th, 1913.

Mr. T. A. Edison:

We are going to have a demonstration for the Superintendents of Schools at our New York Office, #10 Fifth Avenue, New York, on Saturday evening, February 8th, and in view of the fact that we have not been receiving any new commercial discs, by that I mean new selections, would it not be well for you to consider supplying me with a few sub-masters of new selections, something similar to the band selections and other high class numbers, for use that evening?

We now have a machine in the New York Office which is capable of playing these sub-masters.

This for your consideration.

F. H. Dolbeer

Dolbeer

Mr. Edison.

MEADOW CROFT.
file

PHC/GA.

6th Feb. 1913.

Mr. W. H. Miller,
Manager, Recording Department,
Thomas A. Edison Inc.,
79/83, Fifth Avenue,
New York.

Dear Mr. Miller,

I have just received yours of January 28th relative to the Benedetti matter, and no doubt by now you have received advices that we have settled the claim based upon the cable received from Mr. Edison.

We have advanced £25 to Miss Oppenshaw, requesting her to forward us a list of selections, but up to the present time she has not done so.

With best personal regards,

Very truly yours,


Managing Director.

Mr. Bachmann:

Feb. 8, 1913.

WLS
Please draft up immediately a statement covering the patent conditions relating to Blue Amberol records-- that is, what patents we control and are protected by and what patents, if any, are held by Mr. Philpot which might tend to cause us trouble if he should refuse to assign them to us. What we want to know is, would we be perfectly safe in going on with the Blue Amberol records if anything should happen to Mr. Philpot or he should for any reason leave our employ?

In your reply refer to Memo. No. 27.

(Copy to Mr. Edison)

C.H.W.

Say that I was submitted to
the recording dept but
they would not accept
as composed a March which
he names "Hory to Edison" and is sending
a copy, with the request, that you
have it played and make a record of it
Thinks this would be a good way to
introduce it to the public.
Also would like to have a few words
of recognition from you.



Louis Clodet
Compositeur de Musique
9 Rue Saint-Léonin

Bordeaux (Gironde)

France

"Mr Edison —

This was played for
you but you did not like it

~~James~~

Montes by 10-2-1919

To
Monsieur Edison
Collège inventeur

Cher d'orchestre Compositeur de
musique je me suis permis de
composer une marche américaine
et j'ai intitulé cette marche
"Hory to Edison".
J'ai obtenu au concours international
de composition musicale un 1er prix
à Bruxelles, c'est nous dire Monsieur
Edison que cette œuvre est magnifique.
Je me fais le grand plaisir de vous
en faire parvenir à votre adresse,
particulièrement que j'en ai donnée
à Paris.
J'espère Monsieur Edison que
vous serez sensible à cette attention;
je vous prie pour en cette marche
dans tous les concerts music-halls

de France et d'étranger et elle en
remportera un grand et légitime
succès.

Je vous devrai bien reconnaître
Messieurs l'édition de la faire
enregistrer par vos célèbres piano
groffes et boîtes à musiques diverses.
Cela facilitera le lancement
de cette marche et nous en ferons à nous
un sensible plaisir.

Je vous remercie Messieurs l'édition
bien à l'avance et j'ose espérer
de votre bonté une petite réponse

à ^{très} pr.
Voici l'adresse de notre admirateur

Louis Blosset Compositeur de
musique
rue Saint Germain 9

Bordeaux

(Gironde) France

GEO. T. SMITH, President.

WILLIAM H. CORBIN, Vice Pres. & Counsel.

GEO. E. LONG, Treasurer.

HARRY DAILEY, Secretary.
J. H. SCHERMERHORN, Asst. Secy.
Asst. Treas.

CABLE ADDRESS: "GRAPHITE"
NEW YORK AND LONDON.
CODES USED: A.B.C. AND S.I.E.D.
LONDON UNION
LONG DISTANCE TELEPHONE: 2202 JERSEY CITY.



WORKS AND GENERAL OFFICES, JERSEY CITY, U.S.A.
BRANCHES:
NEW YORK, SAN FRANCISCO, PHILADELPHIA, BOSTON,
CHICAGO, PITTSBURGH, SINGAPORE, RANGOON, CALCUTTA,
GRAPHITE PRODUCTS LTD., LONDON, S.W.
SOLE AGENTS FOR
EUROPE, ASIA, AFRICA AND AUSTRALASIA



TRADE
MARK

Jersey City, N.J. (U.S.A.)

February 10th, 1913.

Thomas A. Edison,
Orange, N. J.

Dear Sir:-

We have your letter with request for samples of high grade pure Amorphous Graphite. We are sending you three samples of extremely fine graphite. These are all Natural Graphites, and one of them #097 is ordinarily considered as an Amorphous Graphite. We are in doubt as to the correctness of these, ^{as} and we lean to the belief that it is a crystalline graphite which has been reduced to an extremely fine state of division by natural

The other two samples are too crystalline graphites which have been reduced mechanically in our mills to the fineness shown. The purity of these samples is approximately as follows:-

#089 -----	94%	Carbon
#095 -----	98%	"
#097 -----	84%	"

If these samples are not large enough, we would be pleased to furnish you with whatever you desire for your purposes.

Yours very truly,

JOSEPH DIXON CRUCIBLE COMPANY.

W. M. Houghton

Pat Brady says they will mail to night another sample which costs about 15¢ per lb.

MMN/PHF

GEO. T. SMITH, President.

WILLIAM H. CORBIN, Vice Pres. & Counsel.

GEO. E. LONG, Treasurer.

HARRY DAILEY, Secretary.
J. H. SCHERERHORN, Asst. Secy.
Asst. Treas.

CABLE ADDRESS: "GRAPHITE"
CODES USED: A.B.S. EST. ED. AND STY. ED.
WESTERN UNION
LONG DISTANCE TELEPHONE: 2025 JERSEY CITY



JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N.J.

MINERS,
IMPORTERS AND
MANUFACTURERS

**GRAPHITE,
PLUMBAGO, BLACK LEAD,**

Pencils, Crucibles, Stove Polish, Lubricants,
Paints and Graphite Products of all kinds.

WORKS AND GENERAL OFFICES, JERSEY CITY, U.S.A.
BRANCHES:
NEW YORK, SAN FRANCISCO, PHILADELPHIA, BOSTON,
CHICAGO, PITTSBURGH, SELEUR, BUFFALO, ATLANTA,
GRAPHITE PRODUCTS LTD., LONDON, S.W.
SOLE AGENTS FOR
EUROPE, ASIA, AFRICA AND AUSTRALASIA



Jersey City, N.J.
MEADOW CROFT CO. 11, 1913

*file Disc
Phone*

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:

Yesterday we sent you samples of Dixon Graphites
#089, #095 & #097 and are pleased to quote you our best prices
on these grades as follows, f.o.b. Jersey City.

No. 089	at	\$.50	per lb.	in 100 lb. bags	94% carbon
" 095	"	.50	" " " 100 "	" "	98% "
" 097	"	.15	" " " 100 "	" "	84% "

Samples of other grades will be furnished if you so desire.

Yours very truly,
Joseph Dixon Crucible Co.

per *L.H. Inglin*

LHB/E

If Reply is Made
PLEASE ADDRESS
Department H.

97 sample natural

*89-97 Dixon black dust
used in Co. process*

*#095 is adapted
for Coaming
Submarines*

Photo. -
Arts 55

Medison -

The Victor + Columbia people
are after

Maggie Tyle
of Grand Opera, & are for
them two other people
Edison.

They are interested
in taking the matter
up with her, Philpot
knows her and can
bring her out here.

Thick.

2/11/12.

Mr. Edison

Mr. Philpot:

2112
Feb. 12, 1913.

From several members of the Record Committee who receive sample records monthly, I have received reports that the molded ends of quite a percentage of the records are very ragged and unsightly. This is no doubt caused by the end of the tube not being properly molded in around the plaster of paris backing, and is the matter concerning which I spoke to you some time ago, as I myself discovered the trouble now complained of to exist. What is being done to remedy this trouble, and can it in your opinion be remedied?

CHW/IWW

C. H. W.

(Copies to Messrs. Wehr, Geo. Weber, Mr. Edison, Ireton, Dolbeer)

MEAD 840PT.

Thomas A. Edison, Esq.,

Say that our 12" disc

runs 8 minutes

which we find more

Orange, N. J.

200 Cambridge Ave.,
Rosedale, Kansas,
Feb. 12, 1913.

than enough to succeed 95%

Dear Sir:

I notice with great pleasure that you have now perfected the cutting of phonograph records by the invention of the diamond recording point.

Another detail of the phonograph may now be perfected by the production of long records--of capacity for complete operas, complete verbatim speeches, or complete ~~XXXX~~ records of novels, etc.

I have invented what I believe an entirely new record of great capacity, which I have desired and intended to secure patent for for several years, but financial difficulties have prevented.

Now that you have succeeded in synchronizing the sound ~~xxx~~ records and the pictorial records in your movie productions, I think the time has arrived when the long record should be marketed.

I now offer you the control of my new record patent, when procured, on condition that you will meet necessary patent outlay, experimental development expense, and allow me small royalty on the product.

For your information as to my personal credibility, regarding the matter of which I write, I will say that I have watched your successes with the phonograph and other inventions ever since I wrote to you for an agency when you had only tin-foil records to offer.

I have, a wide and varied mechanical experience, including years as a sewing machine adjuster and one interesting experience ~~xxx~~ in placing Edison Business Phonographs in competition with Columbiens, when the decision was made because of my mechanical knowledge of the two machines.

As personal reference, I may say that my son, R. A. Haward, has charge of the phonograph department of The Fredrickson-Kroh Music Company's store in Oklahoma City, Ok., through whom you might enquire.

As I am nearly your own age, I believe it is about time to do anything of importance that I intend or expect to do, and therefore I write you this letter.

Enclosed find some circulars relative to other inventions of mine that have met favorable reception, but have not yet made me rich.

Congratulating you on the health and strength
you enjoy, I am, very respectfully,
Robert E. Haward.

Mr. Edison
February 14, 1913
W

Mr. Delbeer:

It has been decided by Mr. Edison that until the premises at #10 Fifth Avenue can be disposed of at a satisfactory price, we should utilize it as a demonstrating and sales room for both Disc and Cylinder phonographs, that a full and complete line of samples of both types of machines and records should be kept there, that one capable man and a boy should be kept there as demonstrators and salesmen, that invitations should be sent out from time to time to a list of people obtained from telephone directories, blue books, etc., requesting their presence at concerts to be given, and that orders should be taken for both retail and wholesale business, with the understanding that shipments of such orders will be made direct from factory. No stock of goods other than samples are to be carried, but in case immediate delivery of an outfit sold at retail is demanded, it can be made direct from #10 Fifth Ave. and replaced from the factory. I believe I have covered the principal features of the case which I also discussed with you.

Please arrange to carry out these ideas and Mr. Edison's wishes as early as possible. Just as soon as you are in a position to put them into effect, advise me so that we can arrange to pay Mrs. Edison a larger rental for the premises than we are now paying.

C. H. WILSON.

CHW:AH

C. C. to Mr. Edison.

Feb 16, 13

Mr Edison ! -

Amoureuse Waltz # 2530 - is made with
Large Orchestra 4 - 1st Violins and
2 Cellos - besides usual other instruments
one Violin + one Cello featured

This ~~was~~ made Oct 30, 1913
+ memo sent you about it on that
date. This is in connection with
your request for a record of larger Orchestra

W H Miller

*You are right on Clarionets, You will
get more Clarionette solos after a
while = The reason we use
the Clarion of Paris is that
we get a hard surface
a between it & the record*

Thomas A. Edison

Orange N.

Feb. 17th. 1913

Dear sir :--

As stated in a former communication, I have always
been and still am a large buyer of your phonograph records.
Not as a dealer, but as an individual user or consumer, and that
is the right word, for out of several thousand bought, only a
few still exist. For they were wax and highly perishable.

But what I wished particularly to ask this time, is why there
is so little clarionet music recorded for the phonograph.
The clarionet which yields those weirdly beautiful sounds that
cannot be imitated or counterfeited by any other known instrument,
with a far wider scope of tonal range than anything else, and
which is positively the only instrument on which the musical
gymnastics of dropping from highest to lowest, or jumping from
lowest to highest or any intermediate point, with the grace and
ease of absolute perfection without discord, can be or ever is
performed. The sweet, weird, inimitable, soul-tingling mystery
of the clarionets voice is sent to the scrap pile, while the
tambourine, bones, drum, banjo &c. to which pathos in a solo
are impossible, are common as fleas.

Why is it ?

One other question, I would also ask;--

T. A. R. No. 2

If I select a list of a few dozen from the I20 page catalogue you published in 1910, will you reproduce them in Blue Amberol four minute indestructibles? Can you do this, and what is the least number you would undertake to fill an order for in this way?

Also, why is it necessary for you to continue to use plaster or cement filling in these modern latest model records? I have succeeded in gathering about fifty of the Blue ambersols, and many are already badly chipped inside and the filling cracking out, and promise to become almost as unsatisfactory in time, as the wax records. Pulp filling dont crack, and I cant see but what the sound reproductions are as clear and perfect and satisfactory as the cement filled ambersols, which crack and take harm inside with every accident. Can you?

Yours truly,

S. R. Mc Willis

Phone -
Artists

Mr Edison

Maggie Jyfe
the Opera Singer will
be here about 2 ³⁰

PM today -

MR

2/18/13

MAURICE LEHMANN
ADMINISTRATEUR GÉNÉRAL

TRADE
Thomas A. Edison
MARK

USINES A :
ORANGE, N.J., ÉTATS-UNIS

MAISONS A :
LONDRES
BERLIN
SYDNEY
BUENOS AIRES

Compagnie Française Thomas A. Edison

BUREAUX :

61, rue des Petites-Écuries, PARIS
Magasin et Ateliers : 64, rue de Cornaille
LEVALLOIS-PERRET (Seine)

Edison Phonographes et Cylindres
Edison Batteries Primaires
Edison Cinématographes et Pellicules authentiques
Edison Machines à Dicter
Edison Home-Cinéma et Films

TÉLÉPHONES



February 18th 1913

Thomas A. Edison Inc.
Orange N.J.

Attention of W.H. Meadowcroft Esq.
Secretary to Mr Edison

Dear Sir,

We enclose herewith copy of a letter with translation from G.A. LE ROY, Director of the Municipal Laboratory of Rouen, addressed to Mr Edison. This gentleman is a notable expert of chemistry and a fervent admirer of Mr Edison, as well as a user of the Edison Dictating machine. Therefore a few words on the part of Mr Edison, whether or not this invention interests him, will be greatly appreciated.

Yours very truly,

Gie Française Thomas A. Edison

MEADOW CROFT.

Manager

Enc-

*Write say
that his suggestion
seems to be a very
difficult one to carry
out without disturbing
the music - If it could
be done it would
be quite
valuable*

DACTYLOGRAPHIÉE A LA MACHINE A DICTER "ÉDISON"

M E M O.

Recital, Bellevue Nurses Alumni.
Osborne Hall.
East 26th Street
February 20th, Evening.

Mr. F. K. Dolbeer.
Sales Manager.

The work of our instrument was enthusiastically applauded by the audience, consisting of some hundred persons. We alternated on the program with other features and all the selections were listened to attentively, the true music of the renditions being commented upon.

The members of this association go into all parts of the city and state, and will disseminate the good impression obtained.

P. S. Morgan

R E P O R T

Recital, Lecture "Travels in France"
Young Womens Christian Association.
Mrs. Hazlehurst.
Evening. February 20th. 1913.

Mr. F. K. Dolbeer.
Sales Manager;-

Great enthusiasm was displayed by the audience of about one hundred men and women. We played ten records on program before the lecture itself and some afterward. All were listened to in silence and all appreciated. Many questions were asked and complimentary statements made.

As happened at the Meeting of the Washington Division of the N. Y. Milk Committee, the instrument filled this large hall perfectly.

The contribution of our music to the program of the evening was appreciated in due form by the members, who reach many locations in the city and environs.

P. S. Morgan

R E P O R T.

Recital,
Natl. Electro-Platers Association.
Hotel, Broadway Central.
February 21st. Evening.

Mr. F. K. Dolbeer.
Sales Manager.

Selections were played before the dinner began and during dinner, between courses. All were well received; compliments were many, especially from Victor owners present.

These men come from all over the United States and will speak of the Edison Disc machine in many quarters.

P. H. Morgan

Established 1855.

JOHN MARTIN & CO.

Curled Hair Manufacturers
& Feather Purifiers.

Telegraphic Address:
CURLER, LIVERPOOL.

OFFICE: 4, JORDAN STREET,
LIVERPOOL.

Telephone
490 ROYAL

J. A. Edison Esq.

Dear Sir,

I owe you an apology for replying
earlier to your kind note about your hair -
Cigars in "Martin's Magazine".

It was kind of you to take so much
trouble over my letter, and you so busy.

By the way I have a "Standard Phonograph"
in use since 1899 - it still works perfectly.

But to my mind the Amberol Records are
not so musical or clear as the 2 minute Records - there
is very often scratching or scraping on the Amberols
whereas sometimes the 2 minute records are quite
free from the scratching noise.

Otherwise the Amberols are a great advantage.

With every good wish

Yours truly, John Martin.

H

Feb. 7
Tall him the 3 hands
was just one
of the 3 hands
of the 3 hands

MOTORS

*But I think that we better
stick to governors*

February 22, 1913.

Mr. Edison:-

Mr. H. J. MacMahon, connected with the Western Electric Company, as engineer, submitted to us a constant speed motor which, when properly adjusted, seems to regulate very well indeed with a 20-volt line fluctuation.

Said adjustment requires considerable care that may be due to poor mechanical construction of the model. Whether this adjustment is feasible in commercial manufacture, I do not know, but the device can be adjusted to work O. K.

Mr. MacMahon desires to dispose of the patent on this motor to us, and guarantees to make it, in design, regulate on a 20-volt fluctuation of the line on either direct or alternating current. Of course, the alternating current motor will be different from the direct current motor in its interior construction, but he says that he can accomplish the purpose.

I desire to know whether you want me to follow this matter up, see what he has from the patent standpoint, with view of acquiring the patent on a mutually satisfactory basis, or whether you desire to proceed along the lines we talked, i/ e. devising a governor to be used in conjunction with any motor whereby the speed of said motor will be regulated.

Personally, I think that if Mr. MacMahon's patent

-2-

is at all basic, it would be a good plan to acquire it, to keep it away from other people. I understand the Victor people are very anxious to negotiate with him for it, but having presented it to us first, he does not desire to take the matter up with them seriously, until he has gotten a definite answer from us.

Please advise me.

M. R. HUTCHISON.

Mr. Edison

February 24, 1913.

Messrs. Dolbeer, Ireton & McChesney:

Apropos of the letter from L. H. Lucker, the Minneapolis jobber, wherein he states that he is willing to put out several traveling men on a "fifty-fifty" basis, Mr. Edison says that this proposition shall not apply to more than one traveling man for each jobber.

To become effective April 1st, or as soon thereafter as a man jointly satisfactory to the jobber and ourselves can be started out, Mr. Edison authorizes us to propose to each of our disc jobbers that we will pay 50% of the salary and traveling expenses of one additional traveling man. Such man must be in addition to the jobber's present traveling force and must not be made the occasion of a future decrease in the jobber's present force. The letter to jobbers in which this plan is outlined should be prepared with a great deal of care, and if the Phonograph Department will make a preliminary draft, I shall be very glad to go over it.

It is intended that we shall select from our own force the four men best qualified to act as district men. These men will remain in our employ and they should be carefully coached in their duties. It will probably be advisable to bring them to the home office for that purpose.

The remainder of our present force will be available to jobbers under the "fifty-fifty" plan. It is not, however, intended to force any of our men upon the jobbers, although I assume that the average jobber will prefer one of our men to a green man.

If more than eleven jobbers express willingness to take over one of our men, it is obvious that new men will have to be obtained by some of the jobbers. After our own force is exhausted - or in the case of a jobber who is not willing to take any of our men - it is up to the jobber to find a suitable man who meets with our approval. The question then arises whether we want these new men brought to the factory to be instructed before they start out. I am inclined to think this advisable, but should like to hear the subject discussed at the next committee meeting. It occurs to me, for this and other reasons, that our men should as far as practicable be distributed among western and mid-western jobbers.

Another matter which I wish you would consider and be prepared to discuss at the next Amusement Phonograph Committee meeting is this: We must of necessity relinquish to the jobber practically all control over the man to whose salary and expenses we subscribe. We can probably rely on the jobber to see

that this man sells enough goods to make his employment profitable, but the jobber is not going to be very much interested in having the man do missionary work. Furthermore, if this particular man did do missionary work and the jobber's other traveling men did not, there would be a portion of the jobber's territory which would not be reached by our propaganda.

The time to get dealers interested in special demonstrations, local advertising, circularizing, habituated to the right methods, etc., is when business is booming - not when it has commenced to lag. The most fatal kind of dry rot that can attack a sales organization is the feeling that when business is up to or beyond factory capacity there is no need to promote intensified selling methods.

It seems to me that we ought to work out some plan to insure from the start the interest and co-operation of all the traveling men of all our jobbers in getting dealers to handle the business along the lines we recommend. From time to time we shall have propositions that we want to put over with the dealers, for example, the zone system of co-operative advertising, if we adopt it. It is imperative that we have the assistance of the jobbers' traveling men in such matters. At the present time we desire to promote the giving of recitals by dealers, and we want these recitals invested with all possible impressiveness. There are a great many matters in which we can and should direct the dealer. The most effective way to do so, through the traveling man who calls on him.

How are we to get the jobber's man interested in the various stunts we try to pull off - sufficiently interested so that he will take the time to explain them to the dealer and persuade the latter to do them?

One plan would be to distribute about \$1000 in prizes every four months among the jobbers' men; these prizes to be based on the results which the men actually show us in missionary work, such for example as: (a) signed contracts by dealers with newspapers for advertising, on forms provided by us, which require the newspaper to send us proof of previous advertisement in making requisition on us for electro and copy for the next advertisement, thus insuring us against the dealer countermanning his advertising order without our knowledge. (b) Orders for window display material for which we make a charge. (c) Copies of orders for street car advertising. (d) Recitals, evidenced by invitations and programs. (e) Circularizing, evidenced by copies of the letters and dealer's statement that he has sent out at least one hundred. These are only a few examples of work for which points could be given in such a prize contest. The idea should be to have the traveling man not only get the dealer to agree to do the things but to make it also necessary for the traveler to see that the dealer actually does do them, in order to have it count in the contest.

The scoring could be arranged so as to give a comparatively even chance to the men in all territories and the thousand dollars should be divided into ten prizes. This would mean that about ten or fifteen percent of all the men would win prizes every four months, which in itself would encourage everyone to try. Needless to say, a very great virtue of such a plan would be the opportunity it would give us for constant stimulation of jobbers' men without seeming to hector them.

The expenditure of the prize money could probably be well afforded. The additional newspaper advertising contracted by dealers as a result of the traveling men's efforts to win prizes would probably pay for the prizes several times over, not to mention the other extra work done by them with the prizes as an incentive.

The mere offering of the prizes would, of course, not in itself make the plan a success, but a little intelligent work on our part and the co-operation of our district men would make it successful, I think. If the plan did not prove successful during the first four months, it was tried, we would naturally discontinue it.

If this plan should be adopted now, it would be some time before it could be put into effect, and I therefore request consideration of the subject in advance of the next Committee meeting, together with alternative plans for getting jobbers' men to do missionary work.

I am returning to Mr. Dolbeer herewith the previously mentioned (undated) letter from L. H. Lucker.



C. C. to Messrs. Wilson and Wilson.
WM-AH

MEADOW CROFT.

Say: There are many practical difficulties in the way
that I prefer not to Dana Indiana
February - 24-1912
spend my time on it
Mr. Edison or Secretary:

About three years ago
I suggested the idea, of using a
tape record, such as the one spoken
of on the enclosed clipping, and to
quote your secretary's words "Mr.
Edison says that this has been
tried and is not practical,"

What do you think now?
I would be glad to get a short note
on the subject.

Yours very Resply

Louis Burr Porter

Box 222 Dana Ind-

G

[ATTACHMENT/ENCLOSURE]

MECHANICS

TAPE RECORDS FOR LENGTHY PHONOGRAPH SELECTIONS

Opera and other musical selections, complete plays, speeches, and the like, all on one continuous record, played without one interruption, is promised as a revolution in phonograph records through experiments now being carried on in Chicago. Heretofore, there have been but two accepted forms of records, the cylindrical and the disk. The new records, if the experiments develop as expected, will be in the form of a tape not unlike a narrow typewriter ribbon.

This, however, is not all that is promised. On the present records, for instance, a duet with accompaniment is produced on the phonograph from one line or groove. On the tape record three grooves would appear side by side. Thus, Caruso might sing into one horn, Bonci into another, while a piano or orchestra played the accompaniment into a third, and the three, on the same tape record, be run off together, but each distinct and individual.

Mr. Edison.

MEADOW CROFT.

file

PHC/GA.

24th Feb. 1913.

Mr. W. H. Miller,
Manager, Recording Dept.,
Thomas A. Edison Inc.,
79/85, Fifth Avenue,
New York.

Dear Mr. Miller,

I have just received yours of February 14th in regard to Anselmi. By now you have received my letters confirming cablegrams and advising all about the dispute which arose in regard to the payment.

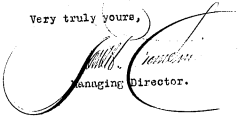
Anselmi showed us Mr. Edison's cable of November 26th and your letter of November 27th. Doubtless you had one thing in mind when you made the supplemental arrangement with Anselmi, but he understood that something entirely different was intended. You knew that Mr. Edison was only willing to accept the additional three selections after they had been passed by him, but Anselmi did not know this. I think I have already explained in former letters that Anselmi's understanding was that by the original agreement he was to get \$10,000 at the time of singing for five songs

.3.

the Company was to select from eight which he agreed to sing. From his view point the only change in the agreement was that as part consideration for his postponing the engagement from November to February he was to be paid for the eight songs instead of five and this is why he considers he has a grievance. Of course, we tried to smooth him down the best we could, and declined to pay the additional amount explaining your view point, but I want you to know just how he feels in regard to the matter.

In this general connection permit me to suggest the advisability of sending us copies of correspondence if you are negotiating with European artists direct; that is if it relates to matters we may later be called upon to administer.

Very truly yours,


Managing Director.

Mr. Edison.

MEADOW CROFT.
file

PHC/GA.

26th Feb. 1913.

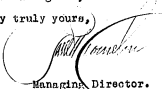
Mr. W. H. Miller,
Manager, Recording Dept.,
Thomas A. Edison Inc.,
79/82, Fifth Avenue,
New York.

Dear Mr. Miller,

I have duly received yours of February 11th relative to Miss Freeman and Mr. Crompton. Will see Crompton in a day or so, and endeavour to tie him up, although I hardly think that he will be interested on a proposition so small as that indicated in the Kirwan contract. I will do the best I can, advising you as soon as anything has been decided.

With kindest personal regards,

Very truly yours,


Managing Director.

February 27, 1913.

Messrs. Berggren and Mokert:

Something must be done immediately whereby cost prices on new apparatus can be furnished more promptly, also on old apparatus on which there are changes made from time to time. For some reason or other, whenever I make the request for costs, it takes anywhere from one to six weeks to get them and I believe there are instances where I do not get them at all unless I speak about it the second or third time.

At least four weeks ago I asked ~~for prices~~ for costs on the Amberola V and Amberola VI. I have not yet received them. This is but one instance of the delay I refer to. Why such delay should be necessary is more than I can see. If our system of taking costs is wrong, it should be changed. If we have not help enough in the cost department we should get more. If the class of help employed in the cost department is not the right kind, we should get the right kind. This matter has been brought up on several previous occasions, but without satisfactory results, and now something must be done.

Right now I want costs on a complete Kinetophone outfit, but I doubt very much if I will be able to obtain it for several weeks.

I also want to know costs on all the different apparatus manufactured in the Electrical Department, but as to how soon this can be obtained is a question.

The cost department should be so conducted that at any time a cost on any new article is requested, it could be furnished within a day or two days at the latest, and on a standard article on which perhaps certain changes have been made, it should be furnished within an hour or two.

Please get together on this matter immediately and let me know what you do.

C. H. W.

CHW/JU

Copy for Mr. Edison and Mr. Redfern.

Walter Miller —

You and Cronkite

Several weeks
ago brot over some
tapes among them

was a piece played

~~with~~ Reg way but

in addition duplicate

instruments played at

same time standing

further back - this was

done at my request

as I wanted to see if we
couldnt get big orchestral effects

it was successful & its strange
whether you or Cronkite remember
it the very important

March 12th, 1913.

Messrs. Edison
Grimes
Nehr

Kindly note that I have instructed Mr. Bradley of the Receiving Department, to deliver to Mr. Grimes one case containing 23—10" special master records.

This case contains six masters of selections by Constance Drever and 16 masters of selections by Anselmi, together with one test master by Kinniburgh.

Mr. Walter Miller is anxious that Mr. Grimes tests the Kinniburgh master immediately and hand report to Mr. Edison.

Mr. Walter Miller will issue instructions in reference to the Drever and Anselmi masters.

Herewith master record information sheets covering the above mentioned selections.

Walter *W. Miller* Stevens.

c/o to Mr. W. Miller.

PHF-RRP

incl.

Recd. Kinniburgh
3/15/13

Phonograph
Records -

Mr Edison - Please
look this over

It strikes me as
being the best start
I have seen for
filing phonograph
disc records.

Are you interested?

Please advise

MMK

3/12/13

P²¹

1 Woodside Road
Winchester
Mass

MEADOW CROFT.

Thomas A. Edison, Esq.,
Orange, N. J.

Dear Sir:

I am writing on the chance that you may be interested enough in a plan of mine for studying bird-life through the agency of the phonograph, to give me your advice on the subject.

I have devoted ten years to the scientific study of birds, and in particular, bird-utterance, which, owing to its inexpressible quality has never been reduced by ornithologists to an adequate basis for popular study. Starting with the belief that, just as mounted specimens of birds themselves are a museum reality, so also could specimens of bird-song be made a museum reality. I have been working out a system of song-analysis from which I hoped it would be possible to prepare, by combined musical, graphic and poetic means, practical descriptions of every bird-note.

It is true, of course, that my song-records, being representations rather than reproductions of bird-sound, depend for the impression they convey to the ears of the student somewhat upon the imagination of the student; this has been my great and unavoidable obstacle. My problem, then, has been to make as little imagination necessary as possible -- and this I have done. And then, several years ago, the idea came suddenly to me that it should be possible to take actual phonographic records of bird-music.

After investigating, however, I found that the commercial Edison recorder, in order to make a good record even of a strong human voice, demanded that the singer stand comparatively close to the horn. To catch the song of a wood thrush at 40 feet was with this recorder an impossibility.

It was not till recently that, in reading a magazine article on your new talking pictures, I learned that in the making of these pictures a particularly sensitive recorder is used.

Say that we are on the verge of getting what you want as we are already Greenough in that line. Stone and Newman are after it.

T.A.R.....2

It has been my dream to go into the woods and collect bird songs, just as photographers go into the woods and collect bird pictures. It seems impossible that others should not have thought of this same thing, but I want to get ahead of them; I want to be the first man to overcome the difficulties, and to make public a collection of phonographic bird-song records. I assume that the recorders in use on the talking picture machines are not on the market; I am not even sure whether they are constructed so as to be attachable to an ordinary phonograph. I thought, therefore, that, in case you are interested in my idea, you might be willing to advise me concerning a phonographic equipment for field purposes, or even to enable me to secure a special equipment. As to the obstacles to be overcome in the field, I am confident of overcoming them.

Knowing that you will treat this letter as confidential, trusting that you will be interested enough to help me and apologizing for taking up your valuable time. I am

Very respectfully yours,

Richard M. Hunt.


Elite Hotel
Berlin
Neustädtische Kirchstrasse 9/10
Ecke Reichstagsufer 18
Fernsprecher:
Amt Berlin 1900-1902

Berlin NW, den March 19 1913.
Am Bahnhof Friedrichstrasse

Hayes

Thomas A. Edison Esq.

Orange, N. J.

Dear Sir,

I herewith enclose information sheets regarding 19 French Artists tried in Paris. This is the second shipment of trials made from that city.

The Artists have the following kind of voice

- 1 Coloratura Soprano
- 4 Lyric "
- 3 Mezzo Soprano and Contraltos
- 4 Lyric Tenor
- 1 Dramatic "
- 5 Baritone
- 1 Bass

In about fifteen days from now I shall be able to send you trials of the best Artists at present in Berlin.

With kindest regards, I am, Sir,
Very respectfully yours

Humbert F. Tosi.

MAURICE LEHMANN
ADMINISTRATEUR DÉLÉGUÉ



USINES A :
ORANGE, N.-J., ÉTATS-UNIS

MAISONS A :
LONDRES
BERLIN
SYDNEY
BUENOS AIRES

Thomas A. Edison Esq.
Orange New Jersey
U.S.A.

Compagnie Française

Thomas A. Edison

BUREAUX :
61, rue des Petites-Écuries, PARIS
Magasins et Ateliers : 64, rue de Cornaille
LEVALLOIS-PERRET (Seine)

Edison Phonographes et Cylindres
Edison Batteries Primaires
Edison Cinématographes et Pellicules authentiques
Edison Machines à Dicter
Edison Home-Cinemas et Films

TELEPHONES

PARIS :
GUTENBERG 07-43

LEVALLOIS-PERRET
690-08

ADRESSE TÉL :
EDIPHON-PARIS

March 19th 1913

Hayes

Dear Sir,

I herewith enclose information sheets regarding 65
artiste ~~tried~~ in Paris. They are of the following nationali-
ties:

59 French
1 Belgium
2 Americans
1 Roumanians
2 Germans

and with ~~the~~ voices as follows:

6 Coloratura Soprano
15 Lyric Soprano
3 Dramatic Soprano
3 Mezzo & Contralto
12 Lyric Tenor
3 Dramatic Tenor
15 Baritone
8 Basso.

This does not end the work in Paris, and next week I
will send you trials of several more artistes.

All the trials made in Paris, were taken in the premi-
sses of our office in this city, that were very kindly placed at
my disposal by Mr Maurice Lehmann, the Manager, who also assisted
me in every way possible, ~~and~~ enabled me thus to do considerable

- 2 -

work in a short time.

With kindest regards, I am, Sir,

Very respectfully yours.

Humbert F. Tosi.

Mr. Edison.

I expect to deliver to Philpot
by April 2nd the following:

4 spraying machines	
18 cushioning	"
8 cleaning	"
3 Reaming	" (finished now)

When he installs these machines
he will increase his capacity 5000
records per day.

By April 15th we should be
able to increase his capacity
26% or 6500 records per day
more than his present output
of 25000 per day.

Hereafter they will come
pretty fast but just exactly how
fast I can't say definitely
or present.

MRX

8/22/13.

62606

Hoyas
March 25th, 1913

Mr. Edison:

Our New York office forwarded by United States Express yesterday one case containing 54 trial records. These records were forwarded by Mr. W. A. Wagner, from Barcelona, February 23rd. No particulars were given as to the contents of this case but I assume you have received full information regarding these 54 trial records.

I have instructed Mr. Bradley of the Receiving Department to deliver this case to you immediately upon its receipt.

WALTER STEVENS

WS-RRP

The University of Chicago
Department of Germanic Languages and Literature

MEADY CROFT.

Mr. Thomas A. Edison,
Orange, N. J.:

My dear Mr. Edison,

For several years I have been an enthusiastic
of the development of the Victor goods for the reproduction of
vocal and instrumental music. I own a fairly comprehensive library
of the best results of their laboratory experiments in the lines
of sound-records. A few days ago when contemplating the exchange of
my wood-horn machine for an improved Victrola, I entered the Chicago
sales rooms of the Edison Disc Phonograph, out of curiosity to hear
the new records, turned out by your laboratory, of which I had
heard through Mr. Blackman of the firm Lyon and Healy here in
Chicago. To say that I was surprised and delighted by what I heard
is putting the case mildly. What impressed me at once was the
gratifying solidity and fullness and naturalness of tone charac-
teristic of the instrumental reproductions, that raise them clearly
out of the ranks of all competitors and place them unmistakably in
a class by themselves. Particularly sweet and satisfying were the
reproductions of concerted string and wood-wind music. In these
records the clear articulation, the plastic roundness of tone, and
the fine balance of parts made me realize at once that you have taken
a long step forward in this direction that opens up delightful
possibilities for the future. I was also much pleased with the
reproduction of the bass, the tenor, and the contralto voices that
have sung for your records. They are characterized by the same good
qualities, just emphasized: clear articulation, aloofness from the
mechanism of reproduction, and preservation of the overtones.
The accompaniment stands, too, in a strong and natural relation to
the voices. My enthusiasm grew rapidly the longer I listened. I de-
cided not to purchase the Victrola but, instead of it, one of your
Disc Phonographs (A250). The instrument is now in my own home through
the kind offices of my old friend, Mr. Goodwin, of your firm.

Having said this by way of preface, I wish to
add one word of criticism: First, the reproduction of the contralto
voice is so remarkably perfect, as to make me wonder at the

*Write & thank him for the criticism
to send some more, also to give me
the number of the letters the good
records containing the good
Soprano voices as
I can compare
them with the
discs.*

(L)

The University of Chicago

Department of Germanic Languages and Literatures

the CHICAGO
discrepancy between it and, thin and at times reedy effect of the
soprano records. Is this discrepancy accidental or necessary? As the
matter now stands, your instrumental reproductions in concerted work,
your bass records, your tenor records, and your contralto records ar
are so signally successful that I confidently hope you may
remedy the defect just noted. Secondly, while the reproducing surface
of many of your records is well-nigh perfect in smoothness, an occa
sional one, like 5002(Old Folks at Home) seems full of unevennesses
that cause a disturbing crackling. I trust this may disappear
through future experiments. And lastly, the new Disc Phonograph
represents such a long advance in the development of your original
phonograph and so clearly marks a new departure in musical re
production, as to deserve a more distinctive name than it has
received. Its appeal will be chiefly to those who know and appreci
ate the difference between noise and music. I believe that with
this prospective public a distinctive designation, setting the
instrument apart from the well-known Phonograph goods, would be
well worth while.

You must be tired of receiving congratulations from your
fellow citizens upon the astonishing range and importance of your
discoveries and inventions. The whole world admires and is proud of
you! But, as an enthusiastic private discoverer of your marvelous
discoveries, ⁱⁿ practical acoustics, I wish to extend to you my most
heartly congratulations and best wishes for continued success in
this and in every other line.

Yours very truly,

Prof Shaw William Cushing.

Professor of German at The University of Chicago.

*
As the case now is, I much prefer the Victor reproductions of
the soprano voice to those that I have heard from your laboratory.



The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices-229 So. Wabash Ave.

Chicago March 26, 1913.

Thomas A. Edison, Inc.;

Orange, N. J.

My dear Mr. Edison:

I've got a few things on my mind that I must ask you to consider. I am getting down to brass tacks out here. Some of the difficulties anticipated in launching our disc, in competition with the Victor, turned out to be borrowing trouble. I refer to the relative difference in prices, as shown by our cabinets, and the discounts we were giving dealers, etc.

There are some other things that we borrowed trouble about also. One of the arguments made against the allowing of an attachment to play other discs on our instrument, was that we do not want to make record buyers for our competitors. Now it turns out that we have let this seemingly sound argument cause us to make a severe regulation against it, when as a matter of fact, we seem to be clipping our own wings by the process. We do not have the nerve to say: "Yes, any tinsmith can make a ball and socket connection here with plenty of play in it, so that with another sound box attached you can play all the other discs you want to."



The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices-229 So. Wabash Ave.

Chicago

-2-

Particularly would such a line of talk, and the possibility of such a thing fit right into the condition of things, as they are now. I am fairly convinced, after a little practical study of the situation that the thing to do is to humor the prospective buyer who THINKS he will ever play another make of records by giving him all the rope he wants. In fact I have so much confidence in the superior quality of our reproduction, the not having to change needles and the natural laziness of a human being to change attachments, that if I owned the business and wanted to give out a premium or souvenir, I would present everyone who raised this question with a complete apparatus with my compliments, and give instructions to "go as far as you like."

On the other hand what people "THINK" has a great deal to do with closing a sale, and I might add what people "HAVE" has a great deal to do with making an exchange also, for 80% of the people that have visited our show rooms so far, already have an investment in Victors with large quantities of Victor Records. Most all of them seem convinced of our better tone, and are ready to consider the disposal of their Victrolas or Victor



The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices - 229 So. Wabash Ave.

Chicago

-3-

machines, but "THINK" they would like to keep and play some of their favorite records, which at present they would be unable to do.

Many such persons that I have talked with have a record investment of from two to three times the amount of their machine investment. If I could say: "well play your old favorites if you want to, get an attachment, stick it on, and whenever you feel inclined make the change, but enjoy some real music on the Edison as you go along." I could land a greater number of them than we're ever going to get by asking them to throw away an investment of from \$200 to \$800, when I might compromise, knowing as I do that they'll never take the trouble to change the attachments or make any use whatsoever of their Victor Records.

There are scores of people who would buy your instrument right off the handle, if they knew that it would play their old records. When you had Fred Ott working on an attachment to play your records on the Victor, you were going at it wrong, for it now seems that it would be an easy matter to get Victor owners to buy our instruments, as well as the records, if we didn't ask them to throw away all their Victor Records.



The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices - 229 So. Wabash Ave.

Chicago

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Then again where a great many undecided customers hang in the balance with a good chance of ~~the~~ going to the Victor on account of their catalogue, it seems a better proposition to say: "well, of course, if you "THINK" you prefer the Victor because of their larger catalogue and some of their artists, get an attachment that'll play them a great deal better on this instrument of Mr. Edison's"

I know well just how far they are going to go on really buying Victor Records, but they'll go far enough for me to make a sale by knocking out every reason on earth for buying a Victrola, and as I have said above, the future record purchases from the competitor won't amount to enough to put in your eye because they haven't the tone-quality, and it is too great a nuisance to change the attachment and the needles to play them.

We're losing sales every day because we haven't such a pleasing variety to select from. The way I see it now, we should tell those fellows who are likely to buy the other make on that account, that if they're so obsessed by the Victor catalogue and the artists, why not get an instrument that'll play both.



The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices - 229 So. Wabash Ave.

Chicago

-5-

Didn't you ever let a child have its own way, knowing they will come around to do just what you wanted them to do, very shortly? Well that is the way I feel about, "allowing" these "children" have their "toy records." The needles will prick their fingers, and the thin tone will drive them to the Edison Shop for all future purchases.

I took a chance on a fellow the other day who wants the new Edison, but his wife still wants a Victrola, even after hearing ours. I told him that it would be an easy matter to make the Edison play all the Victor records he wanted, and you should have seen how quickly he was to say that he would bring her in again next Saturday, and close the deal, claiming that that was all there was to it.

Now Mr. Edison you may find something new in these arguments. I am wondering whether you know your strength or not. I wonder whether you know that it would be a good thing in order to sell instruments and keep the buyers from buying other makes, to tell them they can play every make of record on your machine even though the other records were as good----which is not so



The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices - 229 So. Wabash Ave.

Chicago

-6-

of course. Competitors can't do the same thing, because you are keeping your sound boxes (which ^{are} so essential) right under your thumb and control. by not selling a single one except with an expensive instrument, while the Victor are pushing that bigger ^{as an extra} box of theirs without reserve.

To sum up: you can allow an attachment to be put upon your Phonograph, knowing that it knocks the last excuse for buying any other make, and the other fellow won't meet you with the same argument for he can't get anywhere without your box. Just withdraw your objection to playing other makes of records on your Disc, and don't put the screws on again until you find yourself hurt--Perhaps you will find yourself helped just now anyway.

Excuse ~~me~~ me for changing front on this thing, but I didn't know that so many desirable buyers were bottled up with a big investment. This is not to ask you to make an attachment, but ~~to~~ reconsider taking the head off of the fellow who knows where he could send a customer who would be influenced to get an Edison

C. E. GOODWIN, Manager.



The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices - 229 So. Wabash Ave.

Chicago

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if he ~~were~~^{were} told where could get one.

Sincerely yours,

C. E. Goodwin

CEG/HG

1913 Phon.

PIANOS
EDISON PHONOGRAPHS

VICTOR TALKING MACHINES
EDISON HOME KINOSCOPES

THOMAS WARDELL

BRADLEY BUILDING
171 CENTRAL STREET

MEADOW

LOWELL, MASS.

March 26-13.

A 29
Mr. Thomas A. Edison
Orange, N. J.

I have very excellent reasons for
not putting names of artists
on our records which will

Dear Sir. The world has been a user of Edison Phonographs.
since 1893. and has sold Edison Phonographs since the first
beginning of the National Phonograph Co. When W. E. Belmont
used to assure letters people that all this expense in
dealing directly with the public, ~~that~~ ^{you} ~~will~~ ^{not} ~~be~~ ^{not} ~~in~~ ^{not} ~~the~~ ^{not} ~~loss~~ ^{not} ~~of~~ ^{not} ~~the~~ ^{not} ~~artists~~ ^{not} ~~names~~ ^{not} ~~on~~ ^{not} ~~your~~ ^{not} ~~new~~ ^{not} ~~disc~~ ^{not} ~~record~~ ^{not} ~~is~~ ^{not} ~~a~~ ^{not} ~~memorable~~ ^{not} ~~mistake~~ ^{not} ~~we~~ ^{not} ~~are~~ ^{not} ~~in~~ ^{not} ~~the~~ ^{not} ~~business~~ ^{not} ~~to~~ ^{not} ~~sell~~ ^{not} ~~your~~ ^{not} ~~goods~~ ^{not} ~~and~~ ^{not} ~~I~~ ^{not} ~~know~~ ^{not} ~~you~~ ^{not} ~~want~~ ^{not} ~~to~~ ^{not} ~~help~~ ^{not} ~~us~~ ^{not} ~~and~~ ^{not} ~~I~~ ^{not} ~~would~~ ^{not} ~~to~~ ^{not} ~~assure~~ ^{not} ~~you~~ ^{not} ~~as~~ ^{not} ~~one~~ ^{not} ~~of~~ ^{not} ~~the~~ ^{not} ~~units~~ ^{not} ~~in~~ ^{not} ~~your~~ ^{not} ~~selling~~ ^{not} ~~organization~~ ^{not} ~~that~~ ^{not} ~~this~~

Biggest selling help you can
possibly give us, is to put the Artists Name on
the Records. Hoping you can see it in this
light I am Dear Yours
Thomas Wardell

B. H. HARGER,
PRESIDENT

A. A. DECKERT,
VICE-PRESIDENT

H. H. BLISH,
SECRETARY

G. C. GILZER,
MANAGER

CABINETS
HORN
NEEDLES
CARTRIDGE
CORDS
WIRE RECORD
BLANKS
RECORD
ENVELOPES

ESTABLISHED 1887

HARGER & BLISH

INCORPORATED 1904

EDISON
PHONOGRAPHS

DISTRIBUTERS

VICTOR
TALKING MACHINES

SOLE IOWA JOBBERS
CLUBS SONG ILLUSTRATOR FOR
VICTOR AND EDISON MACHINES

GRAPHITE
RECORD
TAPES
AND LABELS
CHIP
BRUSHES
HORN
CONNECTIONS
BIRMINGHAM
BY OIL
PASTE AND
SUPPLIES

DUBUQUE
DES MOINES
SIOUX CITY

"DES MOINES DOES THINGS" Mar. 26, 1913. 191

Mr Edison
Thos. A. Edison, Inc.,
Orange, N. J.

Gentlemen:

Will you kindly write to Snyder & Co. of Fairfield,
Iowa, giving the following information in answer to his questions
which he asks of us and which we are unable to repond to.

He has a customer who wants to know who sings in
"Happy Moments" and also "Eclat De Rire". *Lucille Korsoff*

Thos. Edison

Your favor as in this matter will be appreciated.

Very truly yours,

HARGER & BLISH

G. C. Gilzer
MANAGER

GCS RB

Handwritten: Please tell them

THE LARGEST VICTOR-EDISON JOBBERS BETWEEN PITTSBURGH AND SAN FRANCISCO
DISPLAY ROOMS AND WAREHOUSE, 811 W. WALNUT STREET

7/14/43

Letter Harry Miller
Marshall Lefferts

Prest Cellulose Co

We have another use
for Cellulose - We have
been buying sheets 20 x 48
~~or~~ 30 thousandths of inch
thick. These sheets are not
right size as the waste is
too much. ~~Can you~~
We want discs ~~about~~ a little
over 10 inches diameter
Can you arrange it so
we can get sheets that we
can cut without too
much waste - if so send
one of your factory men up
& I will explain
Edison

March 31, 1913.

Mr. A. B. Putney, Jr.,
c/o Putney Bros. Co.,
Waukegan, Wis.

Dear Sir:-

Replying to your inquiry of the 19th ultimo relative to the Edison disc machines, we beg to state that we think Mr. Edison has simply placed on the market a disc record of the "up-and-down" cut a great many years after several other talking machine manufacturers in this and other countries have tried to make a disc of this kind popular throughout the world, but who have met with indifferent or no success or have made comparative failures.

For instance, for about ten or twelve years, Pathe Freres, of Paris, one of the largest and richest talking machine and moving picture film concerns, have been trying to gain a foothold elsewhere in the world but have proven no competition.

The Victor Company and the Columbia Company are now the only two concerns in the United States who have marketed and are marketing the laterally cut disc record. The invention of the laterally cut disc record and the method of making the same revolutionized the talking machine business, and the patents secured by the Victor Company and covering the manufacture of these records have many years to run and are still owned and controlled by the Victor Company, and we have no hesitation in saying that this invention has practically relegated the "up-and-down" cut record to the scrap heap.

The displacement of the "phonographic cut" or "up-and-down" cut record by the Johnson cut record process is due to the imperfect, unsatisfactory and irregular recording and reproduction of tone by the "phonographic Cut."

Occasionally, a "frenk" record will be produced that is reasonably satisfactory or even surprising. We know of some concerns who have made 300, 400, 500 or 600 records by this method and who thought they were prepared to bring out a catalogue, but, after culling them

out, they found they had but 200 that they were willing to try to sell; upon further refinement of that same catalog, and in consultation with salesmen and others who better understood the market, this list was again reduced to 75 records - too insignificant a catalog to warrant the further venture.

We have heard of other concerns who have destroyed thousands of dollars worth of matrices with the "phonographic cut" - \$75,000.00 or \$100,000.00 was mentioned to us in the figure - rather an expensive trial, but the destruction of the matrices was undoubtedly a very sensible conclusion.

The "fixed point" or so-called "sapphire" or "diamond" point and sound box are not new; they have been continuously employed on cylinder records, also on disk records in Europe, producing the monotonous one tone quality as against the Victor system of changeable needles, the advantages of which are perhaps better explained by a perusal of the enclosed circular.

An unchangeable point is a detriment to a talking machine rather than an advantage. Even a diamond will wear and when it wears, it will cut the record and (vice versa) very much more rapidly than under the Victor system of changeable needles to suit different tastes and results to be desired and attained.

As far as cabinet work and acoustic properties are concerned, one needs but to compare other goods with the Victor or Victor-Victrola. The Victor-Victrola patents are very numerous and very broad. We have about 325 separate claims upon enclosed horn or Victrola type of instrument, and our legal position will be carefully maintained against all infringers, either manufacturers or dealers, who may sell any goods which our Legal Department concludes are infringements of Victrola patents.

Perhaps in the above you may find some information that will enable you to conclude that the features of the Edison disc machine, records or sound box are for the most part old.

Dealers will remember that the Victor Company has been very active, enterprising and tremendously liberal in expenditures to acquire the leading artists of the world, who are, in almost all cases, signed with us exclusively for many years into the future, and the same diligence has been exercised in acquiring a valuable catalog of records such as is only possible after many years of constant and specially directed effort.

3/31/13

What it has taken us about fifteen years to accomplish, would take another Company, following us, fifty, to do, even if they were ever able, and the fact is, without our talent and artists, they could never do it; for we have had practically a non-competitive field, which we have exploited liberally in the search of artists and talent. Those who would follow us face a long, stern chase and have a vigorous competitive Company to meet at every step.

The very slight headway which competition has been able to make, notwithstanding their many promises during the past, should be, to a thinking Dealer, very convincing evidence of the difficulties they have already found in their path.

The Edison Co. have been promising the trade a disk machine for three or four years. As far as we can learn, about a dozen records have been exhibited up to date.

We doubt not but that there will be some Edison machines and records sold - it seems that everything that is manufactured is sold to somebody, at some time or another - and if that Company succeeds in making a good article, they will no doubt be able to do some business, at last, until our increasing facilities enable us to supply the demand for disk goods of our type of manufacture.

Still, if we were a talking machine dealer, it seems to us we would let the other man try the experiment of endeavoring to market the new line.

A great many Distributors who formerly wholesaled both lines have arrived at this conclusion and are now devoting their exclusive attention to the Victor after having thoroughly investigated the largely heralded Edison disk at the Laboratory and Factory, at Conventions and elsewhere, several of whom have been good enough to write us letters showing the gratification that they feel at their increased business and bright prospects in consequence of the concentration of effort that followed that wise decision to sell Victors only.

Yours very truly,

VICTOR TALKING MACHINE CO.

Per

LEO/YH
Enclosure.

General Manager.

MEADOWCROFT.

MR. CHARLES EDISON
No. 8 Louisa Square
Boston, Mass.

Hayer

March 31 1913.

Dear Father,

I thought you might like to have
a list of violin and other selections that
I got from a Miss Rudolf here. She
is the sister of Jim Rudolf that I
got Hinch to give a job to, and is
an accomplished violinist and pianist.
She picked the following out at random
the last time I was out. They are pieces
she is fond of but of course we couldn't
tell whether they would do for the disc.

NO Violin

Caprice Viennois

DISC

"

Liebesfreud

NO

"

Liebesleid

Kreutzer — they tell me
he is a bear.
Cat violinist

Mr. Edison has "Vocal"
taken from by violinists

Beethoven Minuet (played by Elman)

Gipsy Trail - Words by Kipling
Music by Tod Galloway (3)

MR. CHARLES EDISON
No. 6 Lonsburg Square
Boston, Mass.

(2)

- 600) - Violin Humoresque - Dvorak (VIEL/18 - Disc)
Disc (if adding?) Souvenir de Moscou - Wieniawski
Vocal Flower Duet from Madame Butterfly
(try 2 1/2)
(This is a strictly duet piece
and if you try it, have it
done well. I am very fond of it)
- Duet Prelude - Rachmaninoff { I know them
" Kormenai Ostrow - Tachiaowski { & have to
imitate.
- Popular Tres Mutarde
- 600) Violincello? Shuberts serenade Disc (TR10!)
- Disc Voc. Meditations - Thais.
? melody of love } ?
? Gipsy love } ?
- Cupid's Garden Max Eugene.
- No Zigeunerweisen - Sarasate / heard on gram.
- Voc Un Peu d'Amour. ?
- Viol. Ballade et Polonaise - Vieuxtemps 3 horns
Violin 4th 6th
- Violin Schön Rosmarin - as played by Kreisler.

MR. CHARLES EDISON
No. 6 Levee Square
Boston, Mass.

(3)

Disc (orch) Handel's Largo
Scherzo - Dittersdorf
N.F. - Oriental - Cesar Cui
La Précieuse - (Conpirin?)
Dein - Bohm
Heyre Kati - Zeno Hubay
a Birthday ?
Elsa & Brantguy music from Lohengrin
Andante by Göttermann
Disc J'ouvris a sa Voix
Samson & Delilah.

Some of these she could not think at
the time, of the composer's name but
they are easily found I should think.

63056

April 3-1913.

Hayes

MR. EDISON.....

Our New York Office forwarded by U. S. Express
yesterday, one case containing 78 trial records.

These records were shipped from Nice, per S. S.
"Germania," and I have instructed Mr. Bradley to deliver the
case containing these records to you.

WALTER HAYES

WS:AG

M. C. LEFFERTS, President

D. G. MAYNARD, Vice President

H. RAWLIE, Vice President

G. MONTGOMERY, Secy & Treas.

THE CELLULOID COMPANY

EXECUTIVE OFFICES

30 TO 36 WASHINGTON PLACE
NEW YORK

TELEPHONE
CONNECTION
CABLE ADDRESS
"CELLULOID"

TRADE MARK
"CELLULOID"

MEADOWCROFT.
Any call used
me 4
April 3, 1913.

Thomas A. Edison, Esq.,

Orange, N. J.

Dear Mr. Edison:

Your favor March 23th referring to size of our 30/1000 sheets as not cutting to advantage for the use you intend putting them to, to hand.

I do not know if you are aware that our sheets are made by planing them from a thick block of material. This block is made in a large mold in which the material is molded into a solid mass by heat and hydraulic pressure and the size of the block is determined and controlled by the size of the mold and cannot be changed except within very narrow limits.

The size of the sheets is therefore controlled by the size of the block from which they are cut or planed and to change them would necessitate new molds, new hydraulic presses and possibly new planing machines.

There may be other ways of arriving at a solution of this trouble if we could know just what you require and I think the best way will be for me to call on you, with our Mr. Rawlie, and go over the whole question and will do so early next week, which is the earliest I can get away from this office.

Sincerely yours,

M. C. Lefferts
President

4-10th, 1913.

DEVELOPMENT WORK IN CONNECTION
WITH
BUSINESS DICTATING MACHINE.

MEADOW CROFT
file

McEwan
McEwan
Mr. M.R. Hutchison:-

The following report covers the principal studies we now have on hand in connection with the business dictating machine.

NEW DESIGN PHONOGRAPH.

There has been no further development work on this case since last report, work being held up pending the results of our development work on the new arm for our present machine.

SMALL SPRING MOTOR FOR DICTATING MACHINE.

A complete model of this was sent to the dictating machine committee at their last meeting, and the model was found to be satisfactory, excepting some slight tremble due to some inaccuracy in the governor, and the arrangement of the lift lever is to be changed so as not to be so conspicuous. We are now considering the possibility of using a direct current, and 60 cycle electric motor for this machine.

NEW RECORDER.

There has been no further development work on this since the last report.

COMPENSATING DEVICE FOR COLLAPSABLE MANDREL.

The 100 mandrels we are altering to include the compensating device are about 75% completed and we will probably be able to make delivery to Mr. Durand about the end of this week.

START AND STOP HAND TRIP.

Mr. Durand has obtained from Mr. Ailsworth an anticeptic paper for use with the anticeptic speaking tube and hand trip which appears to be entirely satisfactory.

ELECTRIC MAGNETIC REPEAT.

There has been no development work on this case since last report.

ELECTRIC MAGNETIC START AND STOP.

There has been no further development work on this case since last report, but we expect to have a model started by the end of this week.

PAGE #2

CASING FOR PULLEY AND GEAR ON BUSINESS PHONOGRAPH.

It appears it might be better to use the stamp metal instead of the casting as in our first model. A model of the stamp casting is now being made in the works.

ADJUSTABLE HORN FOR TRANSFIBERS.

There has been no further development work on this case since last report.

TELEPHONE RECORDER.

We now have 2 horns which seem to meet our requirements, and are incorporating both these styles into separate commercial models, and will submit them to the ~~arm~~ committee. The drawings for the present arm and the model is about two-thirds completed. We are also buying out drawing for the electrical recorder in our contemplating design of the new arm.

TELEPHONE REDUCER.

Since last report we have made several experimental tests on the electrical reproduction, but our greatest difficulty is to eliminate the machine vibrations which effect the transmitter sufficiently to be annoying when the receiver is held directly to the ear. We are assembling a transmitter which we believe will give better results.

TELEPHONE RELAY ON RECORDING TELEPHONE MESSAGES.

We made up a preliminary model of a relay to operate in connection with our electrical recorder and tested out in connection with our regular telephone lines. Mr. D'Arand witnesses the test and considered it very satisfactory. It would seem that there would be no difficulty in constructing the commercial relay for this purpose.

3RD BRUSH GOVERNOR.

There has been no further development work on this since last report.

PNEUMATIC START AND STOP ATTACHMENT FOR TYPEWRITER.

A model of this has been tested out by a transcriber in the office building, but it was not considered of enough advantage to them to continue development work, as we are contemplating the electrical start and stop device.

CHEAP HAND SHAVING MACHINE.

Full information on the open frame shaving machine has been sent to the works and drawings are now being made for commercial production.

NEW CLAMP FOR CRANE.

A model of modified form of our present clamp was made

PAGE #3

which does not require to spring casting. A model of this and full information was sent to the works with engineering notices.

NEW ARM FOR DICTATING MACHINE

The drawing for the new arm in which the recorder and reproducer are mounted in tandem are about half completed. These designs seem to work out quite satisfactory, and will make a much easier operation in change ~~from~~ recorder to reproducer.

H.H. HOLLAND.

No. 63426 ✓

Hayes
April 11th, 1913.

Mr. Edison:

I have instructed Mr. Bradley, of the Receiving Department,
to deliver to you one case containing 112 trial records.

These records were forwarded from Havre on March 22nd.

WJ
WALTER STEVENS.

W S
C

Say that we did state & stated correctly
that these records were free of scratch
but when we started making the records
on a large scale with raw wax
we couldn't get them free & well dressed the
statement. The trouble is dirt in
the factory process, + I am personally
working night & day to get rid of
the trouble. It is a difficult job -

Melrose Highlands, Mass.

April 12th, 1913.

Mr. Thos. A. Edison,
Manito Park,
Orange, N. J.

Dear Sir:

I purchased one of your Model "AM 250 Disc Phonograph"
and have had to discard one hundred dollars worth of the Ambrol Records
which marked the phonograph stand me \$350. On the recommendation of one
of your agents who was demonstrating these machines at the Electrical
Show here in Boston last fall, I was induced to purchase one. He stated
that your records had been perfected so that they were free from any
hissing, grating or crackling noises of any kind - on page 27 of your
catalogue, it also reads Edison Disc Records are free from the hissing,
grating noises so common with other disc records. I have failed to find
any one of the records which I bought without this sound. I heard eight
records played today, but did not purchase because there was not a per-
fect one in the lot. You should either retract the statement you make
on p. 27 of your catalogue, or "make-good".

I would like to know how one is to tell who the artists are
who sing on the different records - there is no mention on either record
or catalogue of name, therefore, if one is not familiar with the voices
of the different singers, he knows not who is singing.

Thanking you for your immediate attention to this matter, I am

Yours very truly,

Geo. B. Rhodes

34 York Terrace,

Melrose Hlds., Mass.

A6

The American House

A. J. MERRILLAT
PROPRIETOR

ONLY FIRST-CLASS HOTEL IN THE CITY
HEADQUARTERS FOR COMMERCIAL MEN

~~Mr. Hayes~~ ^{Mr. Hayes} Let me
hear these on cylinders
MEDINA, OHIO, OCT 13 1878
J¹⁸ Mr. Thorpe I will
see if I can get you
the pieces you want.

to ask of you a favor and a personal
lover of music, and like them, have a
favorite piece or pieces. I very recently
became the proud possessor of one of your
grand Machines, an of which is the
most perfect instrument in the
World. I have always used your
Machines because I know they are
the best. here is a list of pieces I
would like to have

Symphonic Fidelity March.
Leprie's Quintain. Over the waves.
Two little Gullfinches (Flute & Violin).
Imaginary Bells.
American Eagle March (Saxa & Horns)
Thoroughbred Two step.

The American House

A. J. MERILLAT
PROPRIETOR

ONLY FIRST-CLASS HOTEL IN THE CITY
HEADQUARTERS FOR COMMERCIAL MEN

MEDINA, OHIO _____ 191

I had three pieces on the Cylinder
records, but since I have purchased
your new, or Disc, Machine. I am
afraid you might not make those
favorite pieces of mine, unless by
special request. Hoping that you will
comply with my urgent request &
remain very Respectfully

Yours Truly,
"Chef"
American House

P.S. I purchased my Machine from
Mr. Mc Intosh

G. H.

Amoy 90 Milan, Via Silvio Pellico 6
Thomas A. Edison ^{Copy} April 15-1913
Orange, N.J.

Dear Sir, I herewith enclose information
sheets regarding 46 Artistes tried in
Berlin. For your information, the total
number of cylinders comprising the
shipment amounted to 87 and there
were 4 disc records in addition.

The Artistes were of the
following kinds:

- 1 Coloratura Soprano
- 8 Lyric
- 6 Dramatic "
- 8 Mezzo Soprano and Contralto
- 4 Lyric Tenor
- 3 Dramatic "
- 6 Baritone
- 4 Basso

and of the following nationalities:

- 20 Germans
- 17 Americans
- 1 Italian, 1 Finnish, 1 French, 1 Russian,
- 2 Austrians, 1 Polish, 1 Bohemian and
- 1 English.

The preparations of the new plant are actively proceelling and in a few weeks the place could be ready for actual recording.

I am arranging for more trials to be taken in the near future and I am preparing a list of

50 Operatic concerted numbers, of different periods and masters, (from Mozart to Cuccini) that for reason of their popularity and interesting melodies, I believe particularly adapted for the new disk phonograph.

This list will be sent you for your personal remarks.

With kindest regards,

I am, Sir,

Very respectfully yours,

Humbert J. Tosi.

April 16, 1913.

Mr. Edison:-

Kindly note that I have today instructed the Receiving
Department to deliver to you one case received from Mr. W. A. Wagner,
per S.S. "LaLouraine" containing 30 Cylinder trial records and one
Disc record.

W. Stevens.

FHE/MAE.

[4-16-1913]

~~Put this in ship~~
MEADOW CROFT
MEADOW CROFT

Dear Mr. Watch Co.

I have the most excellent
seasons for not giving
the name of the artist
at present. There is so
much faking in the
Music business that
for the present at
least I would rather
quit the business than
be a party to this faking
of reputations -

Second, do not for a moment
think that we are

2
to continue matching
up records the way
we have been doing
please recognize that
what we have done
so far is only preliminary
to organizing our factory
techniques. The reason
we matched as we did
is that we could
not get moulds out
fast enough we
would start one side
with say Kathleen, Mowman
& if we had an extra mould
of another type we would
match it up so it could

be utilized because we
were pushed by every
jabber ~~to~~ by telegraph
for more records.
If the 2nd round was
ignored by a raw workman
rather than put R M on the
shelf & wait 3 or 4 days
for the match we paired
it with another we
might have on hand, so
as to meet the insistent
Telegrams =

At the present time we are
getting things in hand
& will be in position to
turn out ~~properly~~
properly recorded
records in quantity
& of higher quality

I have been consulting
about myself on this
2

THOMAS A. EDISON, Incorporated

C O P Y

April 18th, 1913.

Mr. Wm. Maxwell:

Following the report I made to the Committee this morning, would respectfully advise that up to and including April 15th, 1913, we have received applications and have approved the acceptance of 761 disc dealers. The initial orders for disc machines through these dealers aggregating 5516, with disc record orders approximating 168000. In addition to the 761 disc dealers we have 40 disc jobbers. The total machine orders received from jobbers up to and including April 12th, 1913, amounted to 9966. Total shipments made to apply against these orders 5178, leaving unfilled orders on file of 4788 disc phonographs. We have shipped up to and including April 15th, 43851 disc records, so on initial dealers orders alone there is still on unfilled orders approximately 125000 disc records.

What I want to point out is, that we now have 801 concerns (including jobber and dealer) handling our disc goods and that the factory output of disc machines will be wholly inadequate to supply the demand through these jobbers and dealers as soon as we are in position to furnish disc records with promptness and in suitable quantities.

On the basis of only one machine a week for each one of the already created jobbers and dealers, we would require 800 disc phonographs, and there are a number of our dealers, such as the Phonograph Company, Chicago, as well as others on the class "A" basis who are very enthusiastic over the line who could under proper conditions sell the daily factory output of machines without our creating any additional dealers.

I have had Mr. Edison's personal assurance that the disc record situation would be very materially improved in the near future, and accepting these assurances we should make some very strenuous efforts looking toward increasing the output of disc phonographs, and it is a question in my mind whether we are justified in making any effort to secure additional representation in a retail way without knowing we can supply the already created demands.

When you come to consider the Phonograph Company of Chicago are under a rental of \$30,000 per year, with the other overhead expenses, they should sell from ten to fifteen machines per day in order to make their venture successful, and I know of several dealers who have claimed they could sell from twenty to thirty machines a week if we could supply them with a suitable quantity of desirable disc records.

THOMAS A. EDISON, Incorporated

This matter is one which should have very careful consideration and some definite plans should be made to at least double the factory output of disc phonographs, even though it may be necessary to store them for future delivery, and we certainly are going to be up against a very serious proposition unless some immediate steps are taken.

You are aware that we have avoided making any effort to secure jobbing representation in several of the larger jobbing cities, viz: St. Paul; Kansas City; Cincinnati; Philadelphia, Buffalo and New York, and we now have under consideration a jobbing proposition for Baltimore which will be closed at any moment if the applicants can satisfy us as to their financial ability to pay for the goods.

As so much is dependent upon the quantity of disc records to be obtained, it is very difficult to approximate how many machines we can use, but there are a number of our jobbers who have already accepted orders from new dealers for more machines than they have on order, and I refer to only one case, that of Harger & Blish, who have already obtained 109 disc dealers, whose initial orders aggregated 567 machines, and who now need 295 more disc phonographs in order to enable them to fill these initial orders, not taking into consideration any re-orders which must come in from those who are now making some effort to market these goods.

The reason we are unable to ship the balance of machines now on order for jobbers, which total 4788 is due to the fact that the orders have been held until such time as we can supply them with a suitable quantity of disc records.

May I urge that this report be carefully considered at the earliest possible moment, and that some arrangements be made to increase the output on disc machines, rather than any lessened effort being put forth in this direction?

P. K. DOLBEER.

Copy to Mr. C. H. Wilson.

M. C. LEFFERTS, President

E. G. MAYNARD, Vice President

H. RAWLE, Vice President

C. MONTGOMERY, Secretary and Treasurer

THE CELLULOID COMPANY

EXECUTIVE OFFICES

30 TO 36 WASHINGTON PLACE

NEW YORK

April 22, 1913.

TELEPHONE
CONNECTED
CABLE ADDRESS
"CELLULOID"

TRADE MARK
"CELLULOID"

MEADOW CROFT

Thomas A. Edison, Esq.,

Orange, N. J.

My dear Mr. Edison:

Mr. Hutchinson last week enclosed a pencil note written by you stating that you occasionally found small microscopic lumps of the zinc oxide in our material, which caused you trouble.

Mr. Rawle made four attempts to get in touch with Mr. Hutchinson over the telephone but failed to do so and forwarded your note to me. I went to the factory yesterday and went over the matter with him and we will try at once to see what can be done to break up and eliminate such lumps, although being so very small (microscopic) it will be a fairly difficult proposition. In the meantime Mr. Rawle is very anxious to have you send him one or more marked samples of the trouble so that we may get all the light possible.

The zinc white that we use is the finest and fluffiest that we can buy and the mixing and grinding is done as thoroughly as seems possible in the light of a great deal of experimenting on our part, but we will take up the problem again and see what, if anything, can be done.

Yours truly,

M. C. Lefferts
President

M. C. Lefferts

224

See I will try get samples —
The Zinc white is fine enough
but sometimes it seems to
form a small aggregate —

C. E. GOODWIN, General Manager



MADE IN U.S.A.
Thomas A. Edison
The New
Edison Phonograph

The Phonograph Co.

JOBBERS

The A. Edison's New Phonographs and Records

Salesrooms and Offices: 229 S. Wabash Ave.

Chicago

April 22, 1913.

Mr. Thomas A. Edison,

Orange, New Jersey.

Dear Mr. Edison,

Thank you very much for your letter of the 17th. I think you have it on us all for turning down the #2 and #3 speakers, but still your records, as a general proposition, are not too loud except where their loudness emphasises scratch, or the defects that are bound to creep into the manufacture and assembling of your reproducers. It is not the loudness of "real music" that is hurting. That does not need to be strained through a blanket. It is the swish, knocks, cracks and split tones that go with the "loudness" that keep us from claiming a degree of perfection that no one can challenge.

Speaking of leaky tones, blasts, etc., you have always overruled me on this but I have been right all along. The general run of your speakers will not take a whole lot of the records you have passed without several reoccurring tones that cause us to bar them from our performances in the recital. Laurence Lucker told me the same, without my bringing up the subject first. Professor Cutting also ran into the same difficulty

C. E. GOODWIN, General Manager



THOMAS A. EDISON
The New
Edison Phonograph

The Phonograph Co.

JOBBERS

Thos. A. Edison's New Phonographs and Records

Salesrooms and Offices: 229 S. Wabash Ave.

Chicago

-2-

and returned a great many of his records, in spite of all we could do. One of your great difficulties is that you have a register on the musical scale in which you can produce a perfect tone, but just as soon as you get a little too loud and high, you are on dangerous ground, and if the record goes to the bad just for a fraction of a second, the contrast from your perfect work is so great that it is really easier to get by as the Victor and Columbia do by starting on a lower plane of quality and make a break every other bar.

I wonder if it is foolish to suggest that we could get along for a time with a little softer material and less general volume, if you have one that you can use until you get Condensite just where you want it. Would it be crazy to offer records in two different materials----- hard and soft-tough? We have purchased the felt and are unable to find that it is any better than the soft blotting paper. Both are very poor mechanically, for the user wants to change the muffling conditions from record to record. We have got to do something about the surface and if we must fall back on the old compromise of reducing the tone, some way to do it instantly, should be devised.

C. E. GOODWIN, General Manager



THOMAS A. EDISON
The New
Edison Phonograph

The Phonograph Co.

JOBBERS

Thos. A. Edison's New Phonographs and Records

Salesrooms and Offices: 229 S. Wabash Ave.

Chicago

-3-

You surely understand the human ear, as you say, and I am not surprised at the result you got by having the records retested in a quiet room. We find it worse on certain days and not so noticeable on others, which I cannot understand.

Yes, I saw the letter of the Victor Company, calling attention to our Diamond point wearing out the records. A fellow was in the other day and made, what I thought, was a pretty good suggestion. He said, "Why call it a point, when it is really a highly polished, Diamond key, fitted to ride smoothly in the groove?" I think "point" suggests something sharp that would cut, where "key" would not.

Mr. Henry Babson has suggested that you write us an autograph letter stating that you have established laboratories in London, Berlin and Milan and what you are doing in selecting voices. We could use this to great advantage when the question of talent comes up.

I hope we will soon have a greater variety of records for some of our customers are a little impatient and many have refused to buy on account of our limited list to select from.

C. E. GOODWIN, General Manager



TRADE MARK
Thomas A. Edison.
The New
Edison Phonograph.

The Phonograph Co.

JOBBERS

Thos. A. Edison's New Phonographs and Records

Salesrooms and Offices: 229 S. Wabash Ave.

Chicago

-4-

We would be pretty fairly well off if we could get all of the first list. See copy enclosed.

Very sincerely yours,

C. E. Goodwin

CEG/AM

64002✓
62268✓

Hayes April 24th, 1913.

Mr. Edison:

We beg to advise having instructed Mr. Bradley to deliver to you to-day one case containing 34 trial records and one disc record received ex s/s Pannoria from Madrid, which were shipped from that port by Mr. H. F. Wagner.

WALTER STEVENS
[Signature]

JM-REP

TELEPHONE: OFFICES: 1725 & 1726, CITY
FILM SHOWROOM, 3387 BROADWAY

TELEGRAMS & CABLES: EDISONGRAM, LONDON.
CODES USED: WESTERN UNION, A.B.C. & LINES



IN REPLYING ADDRESS THE COMPANY, NOT THE
INDIVIDUAL, AND MENTION THESE INITIALS: T.A.E./MR.

Thomas A Edison Ltd.

25, CLERKENWELL ROAD, LONDON, E.C.

Edison Phonographs and Records
Edison Dictating Machines
Edison Kinetoscopes and Motion Picture Films
Edison Primary Batteries
Edison Home Kinetoscopes and
Motion Picture Films

FILM SHOWROOM:
8, BERRARD ST., W.

FACTORIES
ORANGE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES.

30th April 1913.

Thomas A. Edison Esq.,
C/o Messrs. Thomas A. Edison Incorporated,
Orange, New Jersey, U.S.A.



Dear Sir,

For your information we enclose herewith copies of
letters addressed to Mr. C. H. Wilson and Mr. Walter Stevens
regarding a shipment of 39 - 10" special Disc Masters.

Yours truly,

W. H. Brown
Assistant General Manager.

Grimes
Look out for these
disc careful
E

DICTATED TO AND TRANSCRIBED FROM THE EDISON DICTATING MACHINE.

P
1913 Phon.

Rochester, N.Y.
May 1, 1913.

Mr. Thomas A. Edison,
West Orange, N.J.

My dear Mr. Edison-

On a recent visit to the rooms of the Rochester Historical Society I saw what is listed there as "Edison's first talking machine." The exhibit was loaned by Colonel George McGown of Palmyra, N.Y. and I wrote to him for further information, my idea being to make a little "story" for the papers about the machine.

Colonel McGown writes me that the machine came to him through his brother-in-law, Winfield S. Chase, at one time an assistant examiner in the Patent Office, and to whom you gave the machine personally.

What I most want to know is whether it is the only machine of its kind in existence, and therefore worth a "story" or whether it is one of a lot. Can you enlighten me?

I can give you no adequate description of the machine, save that the cylinder is of tin-foil instead of the modern wax.

Very truly yours,

R. Whitney

MEADOW CROFT
300 Cutler Building,
Rochester, N.Y.

Original Machine is
in the South Kensington Museum
at London England. = 2 or 3 were
made & approximately 300.
perhaps the one you are speaking of
was one of the 3

5

Carnegie Hall,
New York
May 1st 1913

Mr. Thomas Edison,
Orange - N. J.

Dear Sir;

Let them come over see us
Mr. Ruhlmann, of Lockport, has written
Mr. Pietro Von Organist in Choir
Director of St. Francis Xavens, New York,
in regard to records of Roman Catholic
Church music which, he says, you
are willing to make.
If you will kindly grant - Mr. Von
an interview he will be glad to
call upon you.
An early reply will be much
appreciated.

Mr. Edison
We have had some
correspondence with Mr.
Ruhlmann - you send it to
Mr. Masouelle - I think there
is a good business
in the Metamorph

Yours truly
Giovanni Bradi
Secretary

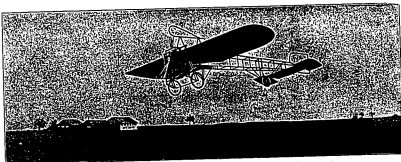
05

FARM LAND, TIMBER LOTS AND VILLAGE PROPERTY

E. MUNSON
265 So. Salina St.
SYRACUSE, N. Y.

May 5, 1913.
5cts. on S. Salina
St. car brings you
to my door.

Phone No. _____



Friend Edison:--

We helped fulfill your world wide desire Vir that every Home should have an Edison. well we have had three and last spring bought your \$300. dollars latest production and there it stands like a munny without Records sufficient. Now to say the least we have reached the time when a Record would be more prized than a promise. Now get busy and send F. L. Bolway of Oswego(where I bought it) some lively pieces before I get in my air ship and light down in Jersey Let me hear from you or I will sell or trade away the Songster without a song.

Sincerely Yours,

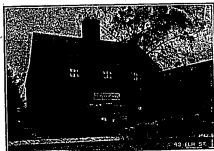
MEADOW CROFT

MEADOW CROFT
E. Munson

Trouble with factory pieces
dont come down on your Aviatomobile
we soon will have plenty of
very fine records —
K. Wellen.

57

Garrett Book Shoppe



CONNECTICUT HISTORY OUR SPECIALTY.

Rare and Curious Books

CARRETT W. F. BLANCHFIELD

P. O. BOX 435

43 ELM STREET

Hartford, Conn., May 12, 1913

Thomas A. Edison, Esq.,

W. Orange, N. J.

Dear Sir:-

I have just come into possession of one of the earliest show-bills ^{or} lithographs of the Edison Phonograph (Talking Machine) with one of the dodgers that was distributed on the streets calling attention to the exhibition. The lithograph is about 12 x 20", in colors, showing a lady bending over, listening to the voice from the rather crude machine, as compared with the product of to-day. If you are at all interested, I shall be pleased to forward same to you for your inspection. My price is \$2.50 for the bill and lithograph.

Yours very truly,

W. F. Blanchfield

MEADOWCROFT

*McClary
this might be used
in our stuff - 34 yrs ago -
at least that is what I
think it is*

*Mr. McClary
If you bring for
the machine
please
McClary*

*Mr. McClary
I have said for
these
McClary*

G. E. GOODWIN, General Manager



THOMAS A. EDISON
The New
Edison Phonograph

The Phonograph Co.

JOBBERS

Thomas A. Edison's New Phonographs and Records

Salesrooms and Offices: 229 S. Wabash Ave.

Chicago

May 13, 1913.

Mr. Thomas A. Edison,

c/o Mr. W. H. Meadowcroft,
Orange, New Jersey.

Dear Mr. Edison,

Would you give us a letter making a statement about
the scouts you employ for securing the best talent in Europe and what
your plans are in regard to maintaining laboratories abroad for making
records?

We could make very good use of such a letter from every Opera House
who are of the opinion that all of our records are sung by one Soprano,
one Tenor, etc.

Hoping you will be able to send us something of the kind, we
are
Your very truly,

CEG/MM

THE PHONOGRAPH CO. every artist
songs from C. E. Lindberg
who have good voices
over

1913 Phon. -
Record

Take this
up a letter
MEADOWCROFT

In answer to your inquiry
of May 13/1913 we may state
that we have a recording
Laboratory in Milan Italy
the Operatic Center of the
world, and also that we

have at Orange a record
of about 3000 artists

from every Opera House
of musical combination

Schools etc in Europe
we have arranged to get

Of course we ~~cannot~~ will not
record voices of celebrated
Opera singers who have very
poor voices & whose reputation
is based on acting, personality
& the environment of the Opera

The phone is a solo instrument
& the voice must be good.

We do not intend to record poor
voices because they have a

great reputation due to other things
or cater to a class of people
who are ignorant of the
above facts — S

Personal We now have phonos that
give a perfect tone, the need

Boston, May 14, 1913
Thomas A. Edison, Esq.

MEADOWS PROF.
R 16

Dear Sir with diamonds point
~~reproduce perfectly well~~
~~the pure and substantial~~ which has
wonderfully improved the tone of my phonograph
which ought to interest you. I have a ~~very~~
phonograph which I received about ten years
ago and has not got all the recent improve-
ments. It had the nasal, ~~strong~~ sound
which even the best and most expensive
machines seem to have and which
prevents them from giving a perfect
natural imitation of the original sounds.
This today seems to be the greatest defect
of all the sound reproducing machines and
all which prevents them from being perfect.
After much experimenting I put an absolutely
new idea into practice in a contrivance which
deepens and magnifies the sound and brings it
very nearly to the original. It eliminates the
thin nasal tone very much and allows the
distinction between the tones of different instruments
and voices to be more distinctly noted. I think
that you could improve on the idea probably
and eliminate entirely the greatest defect of

the talking machine of today.

If you care to investigate the matter I would be pleased to confer with you or your duly accredited personal representative, but do not care to take any third person into my confidence. I have not communicated with any other talking machine concern.

Yours respectfully,

William J. Leonard
Deputy Sheriff,
Court House,
Boston,
Mass.

May 15th, 1913.

The Phonograph Company,
229 So. Wabash Ave.,
Chicago, Illinois.

Gentlemen:-

I am in receipt of your favor of the 13th instant concerning the securing of talent in Europe for our disc phonograph records.

In reply let me say that we have a Recording Laboratory in Milan, Italy, the operatic center of the world, where we make regular and trial records.

We have here at Orange phonograph records of about three thousand artists which have been obtained in all parts of Europe. These three thousand artists have been selected from every Opera House, Conservatory and Musical School of any note in all the Countries of Europe.

We have arranged to record songs of every artist who has a good voice, but we will not record Opera Singers who have poor voices but who have a reputation based on acting, personality and stage environment. My disc phonograph is essentially a solo instrument, and the voice must be intrinsically good to be recorded for reproduction therein. Hence, we do not intend to record an artist on the mere fact of a great newspaper reputation, - which may be legitimately due to other things than a good voice.

I am quite aware that this course may lose us the possible patronage of a number of people who through indifference or lack of knowledge do not discriminate between really good music and reputation, but fortunately there is a vast number of those who appreciate and love fine music, and it is to those I am catering. A patronage whose foundation is the intrinsically beautiful is one whose superstructure cannot fall.

Yours very truly,

C. E. GOODWIN, General Manager



THOMAS A. Edison

The New Edison Phonograph

The Phonograph Co.

JOBBERS

Thos. A. Edison's New Phonographs and Records

Salesrooms and Offices: 229 S. Wabash Ave.

Chicago May 19, 1913.

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Mr. Edison,

We thank you for the signed letter telling of your recording laboratory in Milan, and your Talent, etc.

If it is possible for you to dig up singers whose voices are really better than those whose reputations are established and accepted, there is all the more reason for your giving them a name, and some standing among the general public as quickly as you can. If it is so, that there are just as many great singers without a name, as there are with names, and it is your desire to add to your fame by taking up the cause of the meritorious, though obscure, musical talent of the world, then the very first thing you have got to do in order to have the public support you in your worthy cause, is to make an appeal on lines that will cause them to take an interest, and we don't see how you can create even a passing interest in your individuals, without naming them, and writing a "human interest" story for your dealers to play up for each one of them.

Your plan is ideal, but your phonograph business in a commercial enterprise.

We find that the women are bossing this show, and they are a bit set in their ways in matters musical, just as they are for hobble skirts and big hats. There are established sources of fashion in Music that control the minds and pocket-books of the general public

MEADOW CROFT
file this

(we are excepting the cult founders, settlement workers, and short-haired women) just as strongly entrenched, as the fashion makers in clothes, and a bank roll of Twenty Million Dollars and the twelve Apostles could not make them bat an eye-lash.

We have a fine chance of telling this "general public" that spends its money to applaud the known sinners of the world, that in the acid test of your final analysis, eleven out of twelve of them ought to be making beds or announcing trains.

The writer is somewhat of an idealist himself and he never could understand why it took seventeen years to pass a Pure Food Law so that people would know what they were putting in their mouths and stomachs, but it did take that long, and there were scarcely any differences of opinion as to the right of it. Now, if it takes seventeen years for a just cause to come into its own, in this country, how many years do you figure it will take to popularize Records made by unknown and unnamed persons, while a syndicate of Jews in Europe and America make special names the Fashion, and the Victor Talking Machine Company spend a Million Dollars a year to strengthen their position? Please make some compromise on this names thing. We've tried it here and it don't go. Why should it so? People are taught to have a keen interest in such things. It's natural. The women with money to buy the New Edison want the names to show off with. A lot of your Talent is well known and liked. Why not give in, to the women so they will give up to us?

We are not intending to be disrespectful; we know your plan is ideal, but it is so hard to begin a new thing this way.

CEG/MM

Very respectfully yours,

C. E. Goodwin
THE PHONOGRAPH CO. *Ken Wagner*

WILFRIED KLAMROTH
67 CLARENDON ST. NEW YORK
MEADOWCROFT
He can count
next week
will be
of

67 Clarendon St, Orange
May 17, 1913

Dear Mr. Meadowcroft,

My singing teacher, Mrs.

William Crossly, expressed her desire to
have her voice tried for phonograph
records, and I said I would write to
you and see if you would care to arrange
a trial for her. You may remember that
I played for Mrs. Palladino at her trial.

Yours truly,

Russell S. Gilbert

J²⁶



Thomas A. Edison, Inc..
Orange, N. J.
Gentlemen:-

On March 17th I wrote you in regard to placing an automatic stop on the Edison Disk Record Phonograph. On the 20th you replied stating that I might try out such a stop on one of your machines and if it worked satisfactorily, "we would consider the advisability of making use of it on a basis mutually advantageous."

With in two weeks from the receipt of your letter I placed such a stop in operation and it has been in constant use ever since. As you may not recall the description of the stop given in my former letter I will repeat that there are no levers, arms, or plates, to in any way interfere with placing on or removing of, the disk. The only thing in sight being a small sliding indicator moving along a graduated scale placed on the floor of the compartment in which the disk revolves.

How it operates. In trying out a new record, one should play it through to the finish and stop it by hand. Then with the brake ordinarily furnished on your machines in the "open" position, you hold the disk from turning with the right hand and with the left slide the indicator along the scale until the brake snaps shut. Then read the scale. If the scale reads 65°, you so mark that record. Ever after when placing that record on the machine, shove the indicator over to 65° and when the piece is finished the machine will stop.

However, I found from actual practice that, owing to the fact that your needle, with the reproducer, hangs in a loop or stirrup and at the finish of the record the needle may be in advance of the "center" of this stirrup or again it may be lagging behind the center, that it was necessary to make an allowance for this variation.

After making due allowance for the swing of the reproducer across the entire opening of the stirrup I found that it might stop within a single turn of the disk after the piece was finished, but, again, playing that same disk it was most apt to stop on the third or fourth turn. In extreme cases it might take ten turns before stopping. Never more than that.

MAIN OFFICE
MAY 22 1913
If we write letters
to outside people
without proper
permissions we
shall get into all
kinds of lawsuits
we have had infinite
troubles in the past

Write no more letters
to these outside people
who have suggestions
find out who wants
to this party
S



Marion, Iowa.

19

T A E Inc.. #2.

Out of 40 records played hundreds of times, the usual thing was for the brake to be thrown shut on the third or fourth turn after the record was finished. In any event, the graduated scale made it easy to set, and it always stopped. So that, after starting the piece, one need give it no further attention whatever. This, I think, is a big advantage over anything yet produced, because in a demonstrating room if one be called to the phone or to wait upon a customer he need not worry about the Edison stopping when the record is finished, while in the private residence one need not jump up and run across the room to shut it off.

I admit that I am greatly dissatisfied in not being able to determine the exact instant at which the brake shall be thrown shut on the Edison, because since going into this automatic stop problem I have figured out how to apply the same idea to the Victrola and Graffanola machines. Indeed this very evening I have before me a large Victrola in which I have placed one of my automatic stops. I have marked for it over \$250.00 worth of records. It never fails, and it is absolutely accurate.

To show how very responsive is the adjustment I have marked several records to stop in the center of some specified word. When one of these records are placed upon the machine and the indicator shoved along the scale to the number carried by that record, at the very instant the needle passes upon the word specified, the word is split in two as the brake snaps shut! I have gone through this trial time and time again, always with the same result. Anything more accurate could not be desired.

This is what I had hoped to accomplish for the Edison. I am very sorry that I can not make it equally as accurate.

However, I have not written any other company. Mr Edison has been my idol since childhood. For that reason I wrote him in the first place and for that reason I write you now, though my stop works better on another make of machine.

If you are further interested, kindly advise me at once.

Yours truly,

E. M. Ryle.



THE BAKER MOTOR VEHICLE CO.

MANUFACTURERS OF BAKER ELECTRICS

CLEVELAND

May 20, 1913.

Mr. Thomas A. Edison,

Orange, N. J.

Dear Sir:-

I beg to thank you for the beautiful donation plate
you sent me for the phonograph which you presented me with re-
cently.

Assuring you of my highest appreciation, I remain

Yours very respectfully,

G/S

C. B. HAYNES & CO.
EDISON PHONOGRAPHS
121 W. BROAD ST.
RICHMOND, VA.

Bonci

Richmond, Va.,

May 22nd, 1913.

109
Mr. Thomas A. Edison,
Orange, N. J.
Dear Mr. Edison,-

We received the Bonci and other records and we created quite a sensation with them. The contralto solo on the back of the Bonci record- pronounced by everybody, the finest recorded reproduction they ever heard from a mechanical instrument.

What we want now is sacred records. Our trade is demanding them. The Victor people lately put out a record "Abide With Me" sung by Gluck-Homer, which all the Victor Dealers in this City have been featuring. I went and heard it and it certainly is a fine record and a little out of the ordinary for two celebrated artist to sing a sacred song. We are looking forward for a band record and hope that you can send us some in the near future. The Blue Amberol records are going through now in fine shape and our sales on them are increasing rapidly.

Trusting that you are enjoying your usual good health,

I am,

Yours sincerely,

CBH/S

C. B. Haynes

Radio City Schirmer-Budeme
G. Schirmer, (Inc.)
Music Publishers, New York
Cable Address: Schirmer, New York
Telephone: Murray Hill 5-1000
East 43 Street May 22, 1913.

Handwritten: [scribble]

Thomas A. Edison, Co. (Inc.)
 Orange, N.J.

Gentlemen:

Our Mr. Rogers informed us that you complained about the rate of accounts received from us, and that you considered yourselves entitled to a dealer's rate because of the possibility of very large purchases.

We have given the matter due consideration, and though we found that so far your account has not exceeded that of the average of our tens of thousands of customers, we have, nevertheless decided to favor you in the expectation of obtaining better results in the future. It is not possible, however, to transfer your account entirely into our dealer's department, for a great many reasons, which we cannot here explain, but we offer you as a substitute our so-called "college rate" which, with but a very slight difference, is the equivalent of the rate granted to the bulk of the music dealers of the United States, and enclose herewith a schedule of this rate for your records. Henceforth this rate will be applied on all your orders.

Yours very truly,

G. SCHIRMER (Inc.)

DK/B.

Mr Meadowcroft

MEADOWCROFT

*Let this check pay
 them the \$200.00
 accompanied by
 with D. B. [scribble]*

*N.H. Miller
 Is in your
 meeting*

[Handwritten flourish]

[ATTACHMENT/ENCLOSURE]

Season 1912-1913

SCHEDULE OF DISCOUNTS

*On MUSIC and BOOKS allowed to Colleges, Schools, Conservatories, Convents
and Similar Institutions*

(When dealing with us regularly throughout the season and favoring us with the bulk of their patronage.)

Our own Publications Boston Music Co. Publications Foreign Sheet Music (Our Own Importation)	}	(60%) $\frac{1}{2}$ and 20%
Boston Music Co. Agencies		$\frac{1}{2}$ and 10%
American Sheet Music		$\frac{1}{2}$ and 10%
The "Cheap Editions" (Schirmer's Library, Peters, etc.)		50%
Augener Edition		33 $\frac{1}{3}$ %
The Household Series of Music Books		20%
Our Own and All American Octavo		25%
Our Own and All American Octavo <i>In quantities (not returnable)</i>	}	50 copies and over 33 $\frac{1}{2}$ % 100 copies and over 40% 250 copies and over 50%
Our Own Books, regular Boston Music Co. Books, regular	}	33 $\frac{1}{2}$ %
Our own Books, irregular Boston Music Co. Books, irregular	}	extra 10%

All express and mail charges must be borne by the customer.

The above discounts are Net, without any further deduction at time of settlement.

[ATTACHMENT/ENCLOSURE]

LETTERS FROM OUR PATRONS

CORNING, N. Y., June 6th, 1912

In closing our fourteenth season I wish to express a personal word of thanks for the splendid service and courteous treatment which we have never failed to receive from you. Our orders have always been promptly and satisfactorily filled, and the choice selections of music you have frequently sent us on approval have been of great aid in keeping our pupils interested and in touch with the latest publications. I wish to say a word of commendation for your own publications, especially the reliability, distinctness and careful editing of the SCHIRMER LIBRARY EDITION and the HOUSEHOLD SERIES. With repeated thanks and appreciation, believe me,

LOUIS J. BOSTELMANN,

Corning Conservatory of Music.

STAUNTON, VA., June 7th, 1912

I take pleasure to say that my continuous dealings with your house for twenty-seven years have been most satisfactory to me in every way. Promptness, accuracy, eagerness to please and to accommodate, limitless resources, alertness and up-to-date-ness are characteristic features of the house of G. SCHIRMER and make business intercourse with them most pleasant and profitable.

C. F. W. EISENBERG,

Mary Baldwin Seminary.

TOLEDO, OHIO, June 12th, 1912

With all sincerity I am glad to say that in our Institution the name G. SCHIRMER represents all that is honorable and courteous in business relations, for having dealt with your house over thirty-five years there has not been the least dissatisfaction.

URSULINE NUNS,

Ursuline Academy.

ALBANY, N. Y., June 17th, 1912

I take great pleasure in making known to all concerned that my dealing with the G. SCHIRMER Music House for more than fifteen years has been very satisfactory. I wish to mention especially that the characteristics of

the said house are prompt service, good, interesting and choice publications, such as competent teachers desire to put into students' hands. I have noticed as well that the G. SCHIRMER'S Firm offers the greatest number of musical novelties, and can furnish its purchasers with any publications, from the smallest octavo chorus to the largest orchestral score.

SISTER ALPHONSUS,

Academy of the Holy Name.

GEORGETOWN, TEXAS, May 23d, 1912

For the past thirteen years I have been receiving music from your house; which number of years seems to me to speak for itself. I have found you to conduct your business with promptness and exactness. In all those years I have never found one mistake in the bills or in the count of the music, which is a great boon to a woman with a distaste for business. It was a great convenience to me also to receive promptly from you unusual foreign publications which I ordered. I take pleasure in writing these words of testimony to the merits of your house.

FLORENCE N. BOYER,

Southwestern University.

SPOKANE, WASH., May 25th, 1912

Brunot Hall has been buying of you for seventeen or eighteen years and we have always found you prompt, reliable and courteous. Even at this distance we have been supplied with the best music almost as if we were in or near New York. Wishing you continued success,

JULIA P. BAILEY,

Brunot Hall.

SINISAWA, Wnc., May 28th, 1912

Having had business dealings with your music house for a number of years, we are happy to state that we have always received prompt and efficient service and the greatest courtesy.

DOMINICAN SISTERS,

Saint Clara College.

5/24-13

Thomas A. Edison: Orange, N.J.,

No one

I have taken the liberty of calling to your attention a world-wide movement that will open up a field for the development of phonographic records, which, as an Edison dealer, I can not understand why you have so long overlooked, if we continue in the race we must live the present, not the past, to live the present it will be necessary to furnish records to meet the changed conditions that will soon revolutionize civilization, as we advance, step by step, from the barbaric warfare and waste of the competitive system to the higher plane of co-operative economic justice we will find it necessary to give up the past and devote our energies to the work of eliminating the mistakes of the generations that have gone before.

We must remember, Mr Edison, that the forty, fifty or sixty years that have passed since our red blood boiled with enthusiasm, as we, in the little "red-school-house," listened to the rehearsals of the speeches of Patrick Henry, Washington, Webster, Lincoln and other noble characters, have brought great changes, and to meet the requirements of the thinkers and doers of the world's most noble work, the bettering of economic conditions, I will suggest that your Harry E. Humphrey "let the dead bury the dead" while he devotes his time producing the words of Debs, Warren, Berger, Lunn, Wilson and other foremost thinkers of the day, on Edison Records.

Edison manufacturers and dealers can not afford to overlook the fact that Socialism is not a local issue that flourishes to-day and to-morrow it dies, it is as big as the world, it is the spirit of Christ that has no limit, it is spoken in all tongues and studied by both friends and foes, it is the burning issue of the present, and if the manufacturers will not, the Edison dealers can not, furnish the Records that the march of evolution has prepared the way for, the old parties, as the protectors of capitalism, stand disgraced before the world while Socialism is being proclaimed from pulpit, rostrum and legislative hall.

Will the Edison dealers be in a position to supply the demand?

F.C.Ladd.

D
1913 Phon. - Reproducer

Mr. Thomas A. Edison;

There appears to be an increasing demand for the softer-toned disc reproducer; this matter having been called to my attention by Mr. Goodwin, also by Mr. Lucker when I was in Minneapolis.

They are confident that this will overcome some of the objection now being offered by prospective buyers, that our disc instrument is too loud for home use, and it would also undoubtedly do away with some of the disagreeable surface noises, now being complained of.

This for your consideration.

F. K. Dolbeer

copy to Mr. C. H. Wilson.

*Fred Allen -
When you take me
up to the house
get the grills from
Disc machine
that have
faults in*

*Put decision my
desk*

M. Hutchison

Disc Phonograph

5/26/13

Mr. Hutchison: I have made the following observations on new fibre friction governor

Received 3³⁰ ^{P.M.} May 23, 1913 Speed 84 rpm.

Adjusted speed to 80 3.30 P.M. 5/23/13.

Speed has not been adjusted since

Record Date Time Speed

5/23 3³⁰ P.M. 80

5/24 8³⁰ am. 82

" 10³⁰ " 83

" 12⁰⁰ M. 83.5

5/26 8⁰⁰ AM. 84

" 9⁰⁰ " 84

" 10⁰⁰ " 84

" 11⁰⁰ " 85

" 12⁰⁰ " 85

" 2⁰⁰ " 85

" 3⁰⁰ " 85

" 4⁰⁰ " 85

" 5-30 " 86

I found this P.M. that governor makes considerable noise. The fault seems

to be that the iron disc has become
eccentric with governor shaft and
the ^{brass} collar which holds the governor
disc puts on the inside of the
hole in the iron disc. This at
may be due to the lever arm
being bent.

*
An afternoon
mess

Z. P. Halpin.

5/26/13

Type A-60 Disc Phonograph Speed Tests.

Continuation of Report of May 22nd.

Date	Time	#754		#909	
		With Rec.	Without Rec.	With Rec.	Without Rec.
5/23	8:30 AM.	80	82	88	90
"	10:30 "	80	82	89	91
"	1:30 PM	79	81	90	92
"	3:30 "	81	81	91	94
"	5:30 "	80	81	90	93
5/24	8:30 AM.	80	82	90	93
	10:30 "	80	82	91	94
	12:00 M.	80	82	92	94
5/26	8:00 AM.	80	82	91	94
	10:00 "	82	83	91	94
	1:30 PM	82	83	91	94
	3:15 PM	82	83	91	94
	5:30 "	82	84	91	94

No adjustment has been made on

these machines since 8:30^{am} - 5/22/13

J.P. Harper

Telegraphy by Correspondence

PHONOGRAPHIC METHOD
RAILROAD COMMERCIAL WIRELESS



630-631 ROWELL BUILDING

Complete Course \$10.00

MAIN LINE PRACTICE AT HOME
SOMETHING ENTIRELY NEW

AGENTS WANTED

May-Twenty-ninth,
Nineteen-thirteen.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:-

The fact that you are the inventor of the Edison Phonograph must bear the responsibility for the liberty we are taking in addressing you, trusting that we may not be asking too great a sacrifice that you hear us through.

The undersigned, Night Manager for the Postal Telegraph Co., and Manager and Wire Chief for the Atchison, Topeka and Santa Fe R'y., respectively, both of this city, believing there are many who are desirous of acquiring a knowledge of Telegraphy, but are so situated that they can neither devote the time, nor incur the expense incident therewith, and realizing that the nature of the study precluded the possibility of the ordinary correspondence methods being applied, have, for the past year, experimented with a view to evolving some means whereby correspondence instruction, as pertains to the telegraph, might be successfully utilized, and feel that our efforts have been rewarded through the medium of the Edison Phonograph.

Briefly, our method embraces the placing of telegraphic matter upon the phonograph record, in a manner which brings the characters out equal to that of the telegraph sounder. Cylinder No. 1, for instance, carries the alphabet, numerals, and punctuations commonly used, the voice preceding and announcing each character; cylinder No. 2 carries the same characters, though miscellaneous arranged, and without the voice; No. 3 follows with the formation of words, while those following take up the subject matter of the special course of instruction, be it Railroad, Commercial, Wireless or otherwise. Thus is the student taught to receive.

That the student may be taught to send correctly, a telegraph sounder and key, together with recorder is supplied, with instructions for making a phonograph record and specimen of transmission, which record is forwarded to the school for correction and criticism, the method of correction being, that the Morse from the cylinder is transcribed, re-sent upon another cylinder correctly, and returned to the student with a letter pointing out the deficiencies noted.

Says that after trying many times the record I always get back stroke - you sounder

Wm. J. Quinn

JOHN R. SCOTT, PRESIDENT

EARLE HARLAN, SECRETARY

Telegraphy by Correspondence

PHONOGRAPHIC METHOD
RAILROAD COMMERCIAL WIRELESS

T. A. E. 2



630.631 ROWELL BUILDING

Complete Course \$10.00

MAIN LINE PRACTICE AT HOME
SOMETHING ENTIRELY NEW
AGENTS WANTED

The method, as it appeals to us, is superior to any automatic device now on the market, there being no intricate mechanism to get out of order, and having the advantage of constructively placing the telegraph office in the student's own home, and in truth, does the student receive main line practice; the characters being made by an expert telegrapher, with a human mind to direct their making.

It may not be out of place here to say, that it was only after we had proven, in two distinct cases, that the telegraph could be successfully taught in the manner hereinbefore set forth, that we made demonstrations before no less than a dozen telegraph men, all of whom gave their endorsement, equal in enthusiasm to our own.

While we are fully appreciative of the fact that you are perhaps approached almost daily for your endorsement of different projects, we have thought that our proposition might be of sufficient interest to you, that you would give over just enough time to listening to a record we have prepared, and which will demonstrate the manner in which the Morse characters are brought out: This record we are mailing you under another cover.

Our experiments developed, that the Edison was the one machine upon which we could rely for accurate reproduction, and our hopes are based thereon.

Should you be able to view this matter in the same light that we do, and can, consistently, endorse the plan, we would thank you most sincerely, for any expression you might see your way clear to make.

Cordially yours,

John R. Scott
Earle Harlan

Missive
Stop *D*
Mr. Solman.

When letter from Pyle, dated 5/20
came in, thinking Mr. E. had written him
on 3/20, I saw the letter down to him
to see what he wanted to do with the
"Stop" idea.

He came back at me with the
memorandum penciled thereon.

As I could find no record of my
having written Pyle I asked for
to see if you could locate the letter.

From file copies recd. and
handed to Mr. E. with explanation that
in my estimation your reply was
along regular business lines and
without any obligation on our part.

He is upset over some fool
in Ireland claiming he wrote us
a year or so ago on Kinkaphone idea
and wants to answer these letters through
Mr. Sept. or personally. So don't get

the idea that he is disturbed
about from letters because he isn't.
Simply wants to establish a
routine basis of answering such
"invention" letters.

Hutch

5/29/13

May 1913

15

Melville Clark Overcomes Edison's Objections

A recent writer in the Cosmopolitan Magazine chose as his topic Thomas A. Edison's work in improving the talking machine. In that article, which was largely in the form of an interview with Mr. Edison, the following paragraph appeared that ought to have much interest for the player piano men: "Music lacks definite terms by which time may be indicated. It should not lack such terms. It should not be that only the composer knows precisely the time in which he wishes his production to be played. Music should be established upon so scientific a basis that anyone who can play at all can play a piece in precisely the time that the composer intended that it should be played. Who knows, now, whether he is playing any piece as its composer intended it should be played? Students of music who are fortunate enough to be able to study with great composers have the best chance to know but they cannot be sure they know because the composer has no means of telling. They can only listen to the composer as he plays, and note where he speeds up and where he slows down. If they have good ears and a perfect sense of time they can hit the mark so long as their memory lasts. But how long will their memory last?" Even Shakespeare found the same fault for in Richard II are these lines:

"How sour sweet music is,

When Time is broken and no proportion kept."

Edison's objection to musical interpretation is a just one. It has been anticipated by Melville Clark the distinguished inventor in the creation of the recording machine a surprising little device that records the rendering of the musical score reproducing with absolute fidelity the temperament of a pianist. Not an idiosyncrasy is lost. The execution is artistic from the point of view of that pianist. These hand played records are edited by Lee S. Roberts who is in charge of this phase of the Melville Clark Piano Co.'s business; and after they are carefully edited under Mr. Roberts' practiced eye—he is an excellent pianist and a composer of beautiful music—they are sent to the Q. R. S. factory at De Kalb, Ill. where the Autograph hand played music roll is cut. The roll thus made from the pianist's record overcomes Mr. Edison's objection. It is not likely that the performance of a finished pianist are far out of the way. If the composer interprets his own compositions then they are absolutely correct. Either way will "transform the hymn into a musical artist."

This Melville Clark device is one of the most important additions that has been made to the piano industry. It will accomplish many things but chief among them is the correct exposition of the score. This means that the mechanical element will be reduced to the minimum in the music produced by the player. It

will be impossible for a novice to butcher music and torture the ears of cultured people when this Autograph roll is used. That single fact makes the latest invention by Mr. Clark a veritable blessing in disguise. It has met and overcome the objection urged by Mr. Edison and transforms every music roll from an empirical affair to a reliable and artistic interpreter of the world's best music.

The demand for these Autograph hand played rolls is increasing at an unprecedented rate. The output of the Q. R. S. factory at De Kalb, Ill. is now 4000 rolls a day and fully two-thirds of this product are Autograph rolls. Since this hand played roll was first put on the market the business has increased four-fold and Vice-president Ernest G. Clark of the Melville Clark Piano Co., under whose capable direction these rolls are made, believes that the popularity of this roll will bring a further increase of 50 per cent in six months from the present time.

In all the music rolls made at the De Kalb plant the square hole is cut in the rolls. This square hole is another improvement made in the music roll by this progressive establishment. The square hole is declared to be greatly superior to the round hole for the reason that a clearer and fuller tone is secured and its use saves fully one-half of the time and effort consumed in making it.

Chicago as a Piano Center

Many interesting facts and figures are shown in the report prepared by the sub-division committee of the Chicago Association of Commerce on the piano industry of Chicago. The committee of which E. F. Lapham of Grosvenor, Lapham & Co. is chairman has traversed the ground thoroughly and conclusions are reached that are entertaining and stimulating.

According to this report the capital invested in the piano industry is about one hundred million dollars. The annual output is about 325,000 instruments. The middle west produces fully one-half of this number. Chicago has the largest piano factories in the nation with an annual product of 80,000 pianos. Twenty-five piano factories are located in this city. Eighteen thousand pianos valued at \$6,000,000 are sold every year in this city. About one-quarter of the pianos made contain the player mechanism. The increase in the number of grand pianos sold is notable. Probably five per cent of the total piano production are grands. The public appreciates each year more and more the superior musical merits of this style of piano. The pipe organ builders furnish for houses organs valued at \$50,000.

Taking a bird's-eye view of the situation the committee sets forth that Chicago piano manufacturers sell each year pianos to the value of \$12,000,000; retailed by Chicago piano merchants \$6,000,000; which shows that this town is an important center of music from the commercial as well as the aesthetic point of view.

The Wickham Piano Plate Co.

Piano Plates and Piano Hardware

Springfield - Ohio

Necessarily

The best Felt and the best workmanship must make the best Hammers.

California Sun Bleached Hammers are the best HAMMERS

STANDARD FELT CO.

604 So. Madison, Cent'l Sales Bldg.
404 So. Fifth Avenue, Chicago.
100-102 Rendre Street, New York

WEGMAN'S PIANO Company HIGH-GRADE PIANOS

All our instruments contain the full Iron Frame with the Patent Tuning Pin. The greatest invention of the age. Any radical changes in the climate, heat, or dampness cannot affect the standing in tune of our instruments. We challenge the world that ours will excel any other

AUBURN, NEW YORK

LEVINGTON **HOW CROFT.**

Columbia University.
New York, June 7, 1913

Mr. Thomas A. Edison,

Dear Sir:

I sang for your phonograph at Fifth Avenue a few days ago. The verdict of the committee was adverse. On that occasion every muscle in me was locked from nervousness; but I am sure a trial or two would result in my getting my nerve and showing that I can do work worth your taking up, though the first attempt made the voice seem hard and unsympathetic.

In coming to Columbia University I had hoped to develop a new method of teaching "VOICE" by phonograph, with Professor Hallock, an eminent authority on the "Human Voice". The professor had been in too bad health to do much and now he is dead. I wish I could bring out this plan of teaching "VOICE" by phonograph through you; formerly I had hoped to have our results all worked out before the matter were brought to your attention. However, I have the principles well in hand.

There is a great need of new methods of teaching "Voice and Singing". The most reliable estimate places the amount of money spent for singing lessons in Europe and America at Twenty Million Dollars per year. There is little good singing to show for it.

Page 2

A second purpose I had in seeking you is to become a member of your "Singing Movie" Co. A third desire is to make records of dramatic songs of a wider range of voice than usual. These songs have been written for me. Though if you wish I will sing popular and sentimental songs for you. Here before scientific and music judges I have demonstrated a voice considered at the least equal to any in beauty, power and range. I think I know the two laws of "Human Voice" and can put the teaching of tone upon a scientific and commercial basis.

I hope that you will find the time, a half hour, to let me sing and to talk with you. I shall be obliged to get used to singing into a horn before I can do myself justice.

Last year I had some correspondence with you upon the subject. You consented to see me. At the last moment I thought that I was not sufficiently recovered from a nervous breakdown of a year prior to do myself and my research work credit. I hope you won't think it foolish that I have a sort of awe of you on account of your great attainments. Many another has the same feeling, which after all is just profound respect.

Yours truly,

George H. Roberts.

TELEPHONE 8800 COLUMBUS

CENTURY OPERA COMPANY
CENTURY OPERA HOUSE
CENTRAL PARK WEST
NEW YORK

MEADOW CROFT.

June 9th 1913.

Dear Mr. Edison:

Replying to your esteemed favor of the 29th ult., I beg to say that we have tried to arrange for Mr. Milton Abern and the writer to avail ourselves of your kind offer to hear the records in your Laboratory, but have been unable to do so as yet. Mr. Milton Abern sails next Wednesday, and during the past two weeks he has been hearing many voices every day, and has not been able to leave the Opera House.

I will endeavor to arrange for Mr. Sergeant Abern and the writer to accept your kind offer and visit your Laboratory within the next few weeks.

Very truly yours,

Edward M. Kline
PRESIDENT.

Thomas A. Edison, Esq.,
Orange, N.J.

EKB/E

F17

Philadelphia June, 14, 1913

Thomas J. Edison
Orange N.J.

Dear Sir:-

While representing my "DRAMAGRAPH" in Chicago a week ago I saw your new disc phonograph at the Edison Shop 228 S. Wabash Ave and was greatly impressed with same owing to the fact that I now use a Victor machine in conjunction with my "DRAMAGRAPH" for producing bugle calls, Brass Band, and other musical effects,

And while the effects are realistically correct the bother of having to replace the needles every time a tune is played induced me to write you about your new invention to see if we can come together whereby we can use your soundbox and records some of which you will have to make special for our purpose but you will be well repaid as we have a universal sale for our machines,

Will be glad to make a special trip to see you if a agreeable to you.

Thanking you for prompt reply I am
Yours truly

Samuel Lapin
1740 N. Gratz St,

Write away
I think you can do
better by using our
cylinders & records
with some one
point

[ATTACHMENT/ENCLOSURE]

**A Few of the Many Letters Received From
"DRAMAGRAPH" Owners.**

MARKET STREET THEATRE.

EXCELSIOR DRUM WORKS,
CAMDEN, N. J.
PHILADELPHIA, April 17, 1913

GENTLEMEN:—Having featured your Lapin's "DRAMAGRAPH" in conjunction with our motion pictures since the opening of our theatre, we are glad to say, the Dramagraph has proven a strong attraction, and I cheerfully recommend it to any exhibitor in quest of a drawing card as a gift edge investment.

The Dramagraph is without question, the most complete sound effect machine I have ever seen and a sure winner.

I feel that when other managers learn of its commercial value as I have, your factory will be taxed to its full capacity.

With much success to yourselves and the Dramagraph, I am,

Yours very truly,

W. K. GOLDENBERG, MANAGER.

CASINO THEATRE.

EXCELSIOR DRUM WORKS,
CAMDEN, N. J.
BOSTON, N. Y., December 16, 1913

GENTLEMEN:—Your Mr. Lapin came here yesterday to install one of your Dramagraphs. After phoning it in position and seeing it demonstrated, I readily saw it was the last word in the art of making effects and second to nature sounds only.

The best recommendation I can give to you is, that in less than a day, your Mr. Lapin had a check and we the Dramagraph.

If we can at any time do anything to further the general use of the Dramagraph among the exhibitors, I will be only too ready to do so.

Success to you and your wonderful Dramagraph is my earnest wish.

Very truly yours,

M. W. SANDUSKY, MGR. AND PROP.

PRINCE THEATRE.

EXCELSIOR DRUM WORKS,
CAMDEN, N. J.
JACKSONVILLE, FLA., January 6, 1913

GENTLEMEN:—I hereby enclose check for one Dramagraph recently installed at this theatre.

The instrument meets every requirement necessary for moving picture effects, and I am very well pleased with the investment.

I am going to build several other theatres in the near future, and part of the equipment for each, above all things, will consist of one of your Dramagraphs.

Wishing you much success, I am,

Yours truly,

O. P. HALL, MANAGER.

MANUFACTURED ONLY BY

EXCELSIOR DRUM WORKS, Inc.

A. C. SORTMAN
Vice-President and General Manager.

CAMDEN, N. J., U.S.A.

REPRESENTED BY

SCHILLER FEATURE FILM CO.,

140 N. Dearborn Street,

ROOM 300.

(Cor. Readlight)

CHICAGO, ILL.

**You will please your patrons
and draw the crowd if you install**

—LAPIN'S—

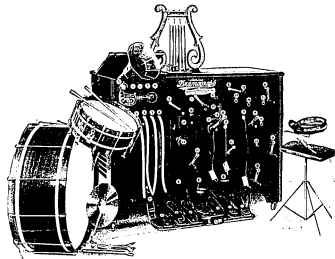
"DRAMAGRAPH"

(Patent Nos. 1,047,200,
1,048,101, 1,048,102)

MODEL B.

(Other Patents Pending.)

PRICE, \$300.00.



Prosperity goes with it. Box office receipts prove it.
Order now. Don't hesitate. It is a money maker.

EXCELSIOR DRUM WORKS, Inc.

MANUFACTURERS

CAMDEN, N. J., U.S.A.

H. T. H. 10500, M. E.
Personal

Huller
Mr Edison - ~~Dear~~ Send it to them

with my compliments
I have a ~~test record~~ ^{test record}
"Home" phonograph in my
office, which I have been using
to test records.

My father has written
me from Minnesota "please
send us over a phonograph."

Now you give me an
estimate of proper price for
me to pay for this machine,
as it will remain over there.

I am very careful to take
no liberties with other people's
property and am therefore
addressing you in this
matter.

Stuck

6/14/13

797 Prospect Place.

Brooklyn.

MEADOW CROFT.

June 15th 1913.

Thomas A. Edison Esq.

Orange, N.J.

Dear Mr. Edison:-

I take the liberty of writing you on behalf of a southern young lady, Mrs. H. S. Butler, inventor of a marvellous device for the gramophone which does away with all the rasping sound, when placed within the sound box. This lady is very anxious to meet you and show you her invention which she has patented, and if you will be kind enough to let me know what day you could see her and the time, I would esteem it a great favor.

Awaiting the pleasure of your favors,

Believe me,

Sincerely yours,

H. S. Butler

*Say Ed. do not have
the rasping sounds on
our machine*

She probably refers to the better sound machine

C17

2

66-17-1913]

MEADOW CROFT.

I will sign

~~Dear Mr. [unclear]~~ We are improving
the technique constantly, aiming to
reduce the surface sounds & shall not
stop until they are negligible -

4.
2nd The trouble with Éclair de Rive is
that ~~the singer~~ ^{one of the singers} has the defects of
at ten songs ^{recorded} by this artist, Madame
Rivault, I had to discard ~~eight~~ ^{eight}.
This artist was engaged a long time
ago when we were unaware
of the fact that ^{the reputation of} Grand Opera
artists ~~expected~~ depended much
more on their personality & the
environment of the stage than
upon their voices. ~~It was a mistake to~~
~~engage her on the basis of her reputation~~
~~in the past.~~

2

3rd One of several reasons ^{why} I do not publish names of the singers is ~~that~~ the "faking" ^{that is} going on in the musical world. There are many singers today with reputations ^{built up} upheld by the adoration of the Italian & few ^{such singers should} syndicates. ^{which} ~~never~~ ^{should} be permitted to sing on any stage. They have no voices just personality. ~~The Italian & the American~~ ~~features~~ ~~of the musical~~ ~~world~~. The Composer & those artists who have ^{neatly} beautiful voices, ^{but} ~~are~~ ~~not~~ without syndicated reputations, are ignored & the public reads

to believe that only Grand Opera
artists ~~that~~ can sing properly.

~~that the idea of a phonograph~~
~~that the idea of a phonograph~~
many of ~~the~~ compared to
the ~~best~~ The Victor Co has
carried this to ~~the~~ extreme, in the phonograph line -

What I am trying to do is to
search the world for finest voices
& instrumental soloists & to
record & rerecord their songs, etc
until they are musically
perfect or as nearly so as
is possible & ^{then} sell the
records on their merits,
only giving ^{the} names ^{only} after
the public ^{itself} has
given the verdict.

4

In other words, I am trying
to help educate the public
so they are not fooled by
the vast system of faking ^{that}
going on in the musical
world.

It = The pairing of records as ^{we do it}
at present is not permanent x
We are in the pioneering period
+ ^{were} so short of ^{models} ^{that} we
paired them haphazard x

Shortly I shall ^{shortly} make the
permanent pairing x

It is prepared to pair Opera
with Opera - B and with B and

So wish I would like
 suggestions from you on
 this subject, somewhat in detail.

Finally, our tests here show
 that very seldom is our latest
 Recording apparatus at fault.
 If there are any defects in ^{the} Record
 of singer's voice it is always found
 in the voice itself. At one time
 I thought otherwise.

I now have at Orange ^{records of} the voices
 of every Opera & Concert singer
 of scale & song in Moscow,
 St. Petersburg - Prague, Berlin,
 Munich, Budapest, Vienna,
 Milan, Turin, Barcelona, Madrid &
 Paris - about 1200 - There are

6

MEADOW CROFT.

only 12 good voices in the lot
The best voices are in England
the United States

Journeying

FDG

Mr Edison
Columbia Phon. Co are
claiming 650 repeats on
their record without wear.
Mr Stevens (Foreign Dept)
wants to know how many
times Edison disc records
can be played without detuning
JMK

6/18/13

Edison Record will be
good at end of 1000 as a
rule. — If you want me to
actually ascertain how long
Columbia will wear will
do so think it will go 650
after 100 or less times. Ed

Phonograph Record - Exp
+ Tests

Mr. Edison -

The Columbia people are
making capital out of their
650 repeat without wear, and
I think a test by you, with
new needle each time would
prove of value to Walter
Sturms. He seems anxious
to be accurately posted
Hutch

6/18/13

Hutch

All rights
Post all Records
in
a Columbia Record
Run only 1/2 or do not
let repeat run over.
either 1/2 or 1/4 will
listen at end of
every 50 Run.
Always note
and time

(Phone 7686 Plaza)

MEAD
1400 FT.

164 East 66th Street,
New York City,
June 18, 1913.

Thomas A. Edison, Esq.,
Llewellyn Park,
West Orange, N.J.

*WE receive offers of improved
devices at the rate of 6 to 10*

Dear Mr. Edison,

*weekly but there has never
been a single machine*

I wonder if you recall the name of W.B.
Northrop, the newspaper man who interviewed you some
years ago for Harmsworth's Magazine, of London? I took
a lot of photos; and wrote some stuff about your storage,
battery, and new gold-moulded records?

*our own they received up
the description of the inventor
as we have got a word of it
that we no longer pay any
attention to them*

Whether you remember me is of no importance, of course;
but I have recently come in touch with an English inventor
who is now in New York who has perfected a device for
improving (at least 50%) phonographs, and dictating
machines; and also for wonderfully increasing the efficiency
of the telephone. He has letters from the British post-
office saying that his telephone receiver has fulfilled
all tests. His device is in the method of adjusting
the diaphragm of telephone receivers; and also of photograph
recorders in such a way as to get from 50 to 75 per cent more
sound; with remarkable clearness. He talked from his
hotel to Edmonton, (I think?) Canada the other day and the
results were extraordinary. I heard a test of this device
in his rooms today. He had a phonograph with the most im-
proved recorder, and yet his instrument beat it all to
pieces. He claims ^{that} for making master records, his
instrument is superior to anything yet invented. His

Thomas A. Edison, Esq--2

instrument is extremely simple; and could be placed on any telephone at little cost; or on any phonograph or graphophone, and immensely increase its efficiency. For use on the dictating machine it seems to me it would be invaluable.

Now, I would like you to examine this device; and I am writing to know if you could grant me an interview at which I could further explain the whole matter. The inventor has already had some dealings with the Bell telephone people here; but nothing at the moment is closed, and I asked him to give me a few days wherein I could approach you.

Would you arrange an appointment to see me if I called out?

In any event, kindly let me hear from you one way or the other, and greatly oblige,

Very truly yours,

W. B. Northrop

*Mr Edison, Tosi is sending this list, thinking it might aid you in selecting concert numbers, + offers them to you for your consideration
written*

MEADOW BROOK
Walter Miller
Cable address :
Edifono-Milano
Thomas A. Edison Ltd.

Read section
MILANO June 19 1915
Via Silvio Pellico, 6
Thomas A. Edison Esq. & Co.
Organize
Tosi
Concerted numbers
4

Dear Sir,

Concerted numbers for the new disc phonograph.
Under separate cover I mailed you to-day 60 cards and 9 manuscripts concerning 60 concerted records that I suggest should be made for the new disc phonograph.

These numbers were taken from the most popular operas, from the origin of the music drama (Monteverde 1550-1618) up to the present time, and they are among the most melodious duets, trios, quartettes and sextettes composed.

In compiling this list my object was to suggest records that could be sold all over the world and with this view I searched for real good melodies, as I believe that only melodious music is interesting and entertaining in the phonograph.

These 60 records will have some educational value as they are a fair phonographic illustration of the evolution of music from the

Cable address :

Edifono-Milano

Thomas A. Edison Ltd.

MILANO

Thomas A. Edison & Co. :: Via Silvio Pellico, 6

- 2 -

XVI to the XIX Century and contains compositions of several famous masters of the different periods and schools (Italian, French, German, Russian, etc.)

If you will consider 60 concerted numbers too many at present, they could be limited to about 40, recording in preference the more modern compositions that have the most selling power.

I only suggested concerted numbers because we are in great need of them and we have plenty of solos already recorded; but if you will desire a list of solos, compiled with the same ideas of this list of concerted numbers, kindly advise me and I shall be glad to send it to you.

With kindest regards,

I am, Sir,
Very respectfully yours,
Humbert F. Tosi

WEG
June 19, 1913.

Mr. Rogers:

Under Mr. Edison's new plan of distribution it is proposed to maintain five transfer stocks of phonographs and records, viz: at Orange, Chicago, Atlanta, Kansas City and San Francisco.

Will you please divide the United States into five freight zones, giving to each transfer point the territory which it can serve to the greatest comparative advantage.

Please note freight rates within each zone from the transfer point to other points of varying distance from the transfer point - say at intervals of 100 miles, if that is a practicable figure. (The points thus selected will be hereinafter referred to as "dealers' towns".)

Please note within each zone the location of our present combination phonograph jobbers and show the freight rate in effect to each of the aforesaid dealers' towns from the nearest jobber. As you will of course understand, it is desired to get some basis for estimating what it would cost us to equalize freight from the transfer points with the present rate - or equalize with such rate as we shall determine to be the freight charge that all dealers must bear.

WM-AH

C. C. to Messrs. Edison, Wilson, Dolbeer.

762
June 19, 1913.

Mr. Eckert:

With reference to the increased cost of packing phonograph records under Mr. Edison's new plan of distribution, let me say I understand that records are now packed to jobbers in cases containing 300 each. I assume that we would continue to pack them this way for shipment to our transfer points. For reshipment from our transfer points they would of course be packed in varying quantities. Mr. Dolbeer is of the opinion that the average would be about 30 records per shipment.

To play safe I think we would better take 15 records as the average shipment, although you might also give me cost on packing 30 records. Therefore, please ascertain the cost of packing 15 records and 30 records, dividing the cost into two elements, viz: material and labor. After we are in a position to make an estimate of the labor required at each transfer point for packing, we can if necessary disassociate it from the packing charge and put it in with labor and clerk hire.

Wm

WM-AH

C. C. to Messrs. Edison, Wilson, Dolbeer.

Cable address:

Edifono-Milano

Hayes
Thomas A. Edison Ltd.

MILANO

June 19-1913
::: Via Silvio Pellico, 6

Thomas A. Edison Esq.

Orange, N.J.

Dear Sir, I herewith beg to enclose you information sheets regarding 56 artistes tried in Milan, with voices as follows:

- 6 Coloratura Soprano
- 13 Lyric " "
- 1 Dramatic " "
- 8 Mezzo Soprano & Contralto
- 17 Lyric Tenor
- 1 Dramatic Tenor
- 5 Baritone
- 5 Bass

A total of 89 Glinders and 2 discs.

The artistes are of the following nationalities:

- 1 American,
- 1 Swedish,
- 1 French,
- 1 Norwegian,
- 2 Russian,
- 3 Spanish, and
- 47 Italians

With kindest regards.

I am, Sir,
Very respectfully Yours,
Humbert F. Fox

(I)

MEADOW CROFT.

Write & Thank him

Friday Harbor - June 23rd 1913

Thomas A. Edison, Inc.

Orange - New Jersey.

Esteemed Friends:

I have just received an Edison Amberla II. and I cannot forbear a word of appreciation.

The only question in my mind is "How will we ever be able to sell the higher priced instruments when the Amberla VI. is so perfect that it must satisfy any musical craving?"

I expect to display it in the moving picture show here this week - also, in the churches.

I have a very persistent call for the records - "Silver Star," "Golden Deer," "Moonlight Bay," and "Alexander Ragtime Band" both vocal & instrumental and added to these and one in which I most sincerely join is a request for a record made by Thomas A. Edison. And many are expressing a wish to see Mr. Edison in the moving pictures.

One day a man and wife came in and after selecting a number of records started to leave.

As the lady opened the door she noticed the

picture of Mr. Edison above it-

"Thomas A. Edison" she said, slowly:
"I Love him" -

"You're a right to" her husband spoke
up quickly as he lifted his hat.

Just a bit of appreciation, only a drop in
the ocean but I ~~that~~ I would write and tell of it.

What the phonograph is to the lonely dwellers
on these Islands, only a dealer like my self
can have any idea of.

I most heartily believe that the phonograph
will be a most potent factor in preventing deafness.

So many of the old or middle aged people who
have dwelt on ranches for years are deaf or partially
so. Why? I believe it is because they have not used
them. One old man came in with his wife who was
quite deaf. "If you can only make her hear one
time," he said, "I will buy the best phonograph in
the house". Well, I tried but the result
was only a jumble to the dear lady and they went
away the man said to me. "I wish I had

bought her one two years ago, she could hear them".

Such pitiful little tragedies we dealers become acquainted with every day.

A year ago I sold a phonograph to a rancher who said his children seemed dull and stupid a condition he laid to the lonely life they led.

He bot only on the condition that he could return the phonograph at the end of a month if not satisfied. When he came in again I asked him if he wanted his money back.

"Money back", he shouted: "You could not buy that phonograph back. My boy and girl have come to life. I only wish someone would kick me all over Washington because I did not get one ten years ago".

And so it goes. but you are busy people. Expressing my own thanks for all the enjoyment received by me and mine.

I remain very truly yours

Mrs. Frank Holding

Friday Harbor dealer.



THE FAMOUS VOSE PIANOS.
E. S. EDWARDS, CONCORD, SCHILLER,
AND AUTO-PLAYER PIANOS

O. C. CADWELL & CO.

127 SOUTH PHILLIPS AVENUE

"THE OLD RELIABLE
MUSIC MERCHANTS"

SELL
NOTHING BUT STRICTLY RELIABLE GOODS
ON EASY PAYMENTS

WRITE US BEFORE YOU BUY ANYTHING
IN OUR LINE, AND SAVE "MONEY"

WHITE AND NEW QUEEN
SEWING MACHINES
\$22.50 TO \$24.00

EDISON'S WONDERFUL
NEW DISC
PHONOGRAPH
AND CYLINDER MACHINES

VIOLINS, CLARINETS, CORNETS
DRUMMERS OUTFITS, AND
EVERYTHING IN THE
MUSICAL LINE

LATEST SHEET MUSIC 10c Copy

SIOUX FALLS, SOUTH DAKOTA,

June 28, 1913

Thomas A. Edison Inc
Orange, N.J.
Gentlemen:-

We wish to make a suggestion, and believe that you will find, in time anyway, that it is a good one, and that is to have a tone modifying arrangement, some what like a damper in a stove pipe, and place it right in the reproducer arm, right next to the connection, so one can soften the tone, or make it natural while playing, or before just as the case may be. It can be made so you can get different tones, over, some the Victor, advertising, and at the same time help sell.

We modify the tone now, by filling it with cotton. Get most any kind of tone we want, and its very pleasing tone too. There are quite a number of people who do not like it so loud.

This, of course, is in reference to the disc, machine.

With best wishes, we remain

Yours truly
O. C. Cadwell & Co.,
T. H. Pruner Mgr

B3

Handwritten:
Mr. Edison

WE find that on discs where there is no noticeable scratch that everybody wants full volume like a Piano or organ in a house - that the modifying of the volume is to reduce the scratches. We can easily add a modifier but I am expecting to get rid of scratches entirely, without even it would

Handwritten:
Not be wanted I think

Edison General File Series
1913. Phonograph - General (E-13-65)
July-December

808 WALDHEIM BLDG.
KANSAS CITY, MO.

GABINO VIZCARRA

101 COURT BUILDING
218 WALNUT STREET

HOMER PHONE 6504 MAIN
BELL PHONE 378 MAIN

FILE

KANSAS CITY, Mo. July 2nd, 1913.

N9

MEADOW CROFT.

Edison Laboratory,

Orange, N.J.

Gentlemen:-

Under separate cover I am mailing you two samples of
vegetal wax proper for talking machines records, of which I am in
possession to furnish any amount you desire.

Will you please favor me with an answer in regard as to
the best price you are willing to pay for and quantities desired.

Your answer will be appreciated.

Very truly yours,

G. Vizcarr

GV/J

*We have never had any of
the white wax, send
a 4 lb sample to experiment
with*

Cable address:

Edifono-Milano

Thomas A. Edison Ltd.

MILANO July 7, 1913

Via Silvio Pellico, 6

Thomas A. Edison & Co.

Orange, N.J.

Dear Sir,

I herewith beg to enclose you information sheets regarding 59 Artists and Students tried in Milan. The cylinders shipped you are 88 and the Artists and Students have the following kind of voice:

- 5 Coloratura Soprano
- 21 Lyric "
- 4 Dramatic "
- 1 Mezzo Soprano and Contralto
- 1 Lyric Tenor
- 8 Baritone
- 1 Basso.

And of the following nationalities:
36 Italians, 4 Spanish, 3 Russian, 4 Polish,
2 English, 2 Hungarian, 4 American, 1 Cuban,
1 Rumanian, 1 Australian, 1 Austrian.

With kindest regards,

I beg to remain, Sir,

Very respectfully yours,
Humbert F. Tosi.

July 8, 1913

Mr. Edison: ✓

I have your note regarding drunken governors on our Cylinder machines. The Phonograph Works have been having this trouble for years. I believe it is due to the inner quality of the temper in the steel spring controlling the governor weights.

This seems to be another case of where an exact specification of the quality and temper of the steel must be called for from the makers.

This fault does not develop until after some time running, which would indicate the above fault in the steel.

I will take this matter up at once and try to have some eliminated by using an absolutely uniform quality of steel in these springs.

CN,BB

C. Nicolai

67390

July 10th, 1913

Mr. Edison:

Kindly note that I have to-day instructed Mr. Bradley to deliver to Mr. Hayes one case received from London per s/s "Olympic", containing 20 cylinder and one disc masters. Attached hereto find a list of the masters forwarded.

WALTER STEVENS

c/c to Mr. Hayes.

FHF RRP

inol.

[ATTACHMENT/ENCLOSURE]

CONTENTS OF CASE MARKED -

T A
E Inc

For Mr. Edison.
122 West/Street, New York
U.S.A.

21 TEST MASTERS

			<u>Masters.</u>
Miss Frieda Langendorff	Mezzo Sop.	Die Erbe Gottes aus Der Natur	1
"	"	Scale	1
Miss Dorothy Gandy	Soprano	Bird of Love Divine	1
"	"	Scale	1
Miss Christine Roy	Soprano	My Hero	1
"	"	Scale	1
Miss Ethel Palmer	Soprano	My Dearest Heart	1
"	"	Scale	1
Mr. Charles Mott	Baritone	The Border Song	1
"	"	Scale	1
Miss Patricia Flowman	Soprano	Somewhere a Voice is Calling	1
"	"	Scale	1
Mae. Ada Defral	Soprano	Aria Traviata	1
"	"	Scale	1
Mr. Topliss Green	Bass Bar.	Shipmates o' Mine	1
"	"	Scale	1
Mr. Wm. Aspinell	Tenor	Absent	1
"	"	Scale	1
Miss Lillian Richard	Contralto	Rose of My Heart	1
Miss Edith St. George	Soprano	Opportunity	1
Mr. Hughes Macklin	Tenor	Parted	1

P.S. The second verse and
chorus would be enough for the
record, please, if it is your pleasure.

Mr. Thomas A. Edison:

New York, July 14th 1913
D. Burrroughs,
312 W 42nd St.,
New York.

Dear Sir -

Please allow me
to take the liberty of sending you
copy of a song I wrote ^{with} the hope
that you might make ^{me} a record
of it to use on one of your
home phonographs, which I own.
I'm a practical printer by trade but
am only working three days a week,
which barely allows my wife and
I to meet household expenses.

My idea is to take the song
(phonograph and record of it) along with me
to the outlying towns round New York
and while the song is being sung
by the phonograph to sell the copies
to any one wishing, one at 10 cents apiece.
In this way I may be able to make some money.
On days I am off my regular work I am willing to
pay for the record on the installment plan as best I can.
Hoping to hear from you, I remain, D. Burrroughs

Rot This End of the Handle

no



THE FAMOUS VOSE PIANOS,
R. S. EDWARD, CONCORD, SCHILLER,
AND AUTO-PLAYER PIANOS

O. C. CADWELL & CO.

127 SOUTH PHILLIPS AVENUE

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NEW DISC
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AND CYLINDER MACHINES

VIOLINS, CLARINETS, CORNETS
DRUMMERS OUTFITS, AND
EVERYTHING IN THE
MUSICAL LINE

LATEST SHEET MUSIC 10c COPY

SIOUX FALLS, SOUTH DAKOTA, JUL 14 1913

Dear Mr Edison

I wish to thank you very much for your very nice letter of the 3rd inst regarding a tone modifier, for the disc, and I while I do not wish to bother you any more after this letter, as I know you are already bothered too much, but please permit me to say that while you may be right, and hope you will get rid of the scratch entirely, I believe it will be sometime, but even if you do, I cannot help but believe, owing to my experience in selling, and have sold the Victor ever since it came out, but only dropped it about two months ago to take up the Edison entirely, I have found that a great many do not want the full volume all the time, but do like the soft quiet tone, and find it also the same of pianos. A piano has got many a talking point which helps sell, but absolutely no good, only to help the salesman. We have now a piano which you can make soft very quick and its the biggest seller we have. It helps sell, and it knocks the "other fellow" We must do something to knock the Victor needle, talk, and to go them one better. I know you will find it the biggest and best addition you could ever dream of to add the tone modifier. We would willingly pay more for it, as we know we could put the Victor to sleep with it.

So even if you do get rid of the scratch, the tone modifier, will be a big help to the salesman, and if it helps sell, then I know you will want it.

Thanking you again and with kindest regards, I remain

Yours very truly
Thomas H. Skinner, Mgr
O. C. Cadwell & Co

G 18

MEADOW CROFT

Tell him I will do
I can get a good one
that will not give
echoes, & he can supply if desired

Mr. Edison:

No ans

Regarding Ambulacra V. Homograph
I find that this machine can be
made reliable, so as to use but a few
stock parts, by a few simple
changes to Governor and the
removing of some of the spring
carriers.

I do not think you need any
friction on Governor as a stop
pressure is so slight that the
pressure two or three years service
would not be noticeable.

Tests on Ambulacra V. Machines
now on, will prove this.

Changes to Governor and drive shaft
as proposed to be here, are embodied
in the model of the Ambulacra V. now
on test. W. H. S. R. H.



THE MUSICIAN THE LEADING MUSICAL JOURNAL
SUBSCRIPTION \$ 1.50 A YEAR.

TELEPHONE CONNECTING
ALL DEPARTMENTS.

Chas. H. Ditson & Co.

(ESTABLISHED 1882)

MUSIC PUBLISHERS

DEALERS IN MUSIC, MUSIC BOOKS AND MUSICAL INSTRUMENTS
EVERYTHING IN MUSIC AND MUSICAL MERCHANDISE

NEW YORK AGENTS FOR
OLIVER DITSON CO. BOSTON. BRIDGE PLANO. LYON & HEALY, CHICAGO.
METZLER & CO. LTD. LONDON. AND OTHER WELL KNOWN MAKES.

8-10-12 EAST 34TH STREET

NEAR FIFTH AVENUE



Mr. Wm. H. Meadowcroft,
C/O Thomas A. Edison,
Orange, N. J.

Dear Sir:

Replying to your esteemed favor of recent date in reference to the rental of a harp, beg to say that we rent these instruments by the month.

We can furnish you an ordinary Lyon & Healy harp at \$8.00, a better one at \$10.00, a Lyon & Healy at \$12.00, and a full size Lyon & Healy harp at \$15.00 per month. Whatever you pay in rental up to the end of six months will be allowed to apply on the purchase of a new harp.

Hoping to be favored with your order, we are,

Very truly yours,

CHAS. H. DITSON & CO.

Per

H.L.H./B.

W. L. Hunt

New York, July 16th, 1913
Note this -
this is way to do it
The Harp is the
one we want
when we want it

PIANOS
EDISON PHONOGRAPHS

VICTOR TALKING MACHINES
EDISON HOME KINETOGRAPHS

C²²

THOMAS WARDELL CROFT.

BRADLEY HOUSE
171 CENTRAL STREET
LOWELL, MASS.

Day - that, we have improved the

Mr. H. A. Edison governor so that the
types of machines will
hold their pitch perfectly.
Dear Sir, As one of the ablest selling men in
the business, I ask you if you are giving your
customers a square deal in the matter of Motors in your
\$60, \$80, \$150, \$200, just as soon as you get out your
12 inch records every one of these machines
will be obsolete, in other words, you are selling
(and knowingly) selling something that will not
not give satisfaction, hold their pitch well
should have double springs, improved governor
as well as the \$250 ~~to Rejuvenate these~~ ^{double springs}
be else layer springs. I have had a man in
to day that has a \$150 machine in his house
a musical man (and that is the kind we are
supposed to be after) he says that on a 10 inch
record the pitch will lower half a tone, and
I know he is right, because I have tested

PIANOS
EDISON PHONOGRAPHS

VICTOR TALKING MACHINES
EDISON HOME KINOSCOPES

THOMAS WARDELL

BRADLEY BUILDING
171 CENTRAL STREET

Then, now how long do you ^{Lowell, Mass.} think a musical
man will stand for that no matter how much
~~if~~ he admires the tone quality? Your motor
is conceivably a beautiful piece of work. But
it has one big flaw. There is not power
enough behind it. Surely at the prices you
are getting you can strengthen your motors.
I know you are a busy man - and
I don't want any reply to this letter.
If you don't attend to this you are putting
a great big drag on the efforts of
every salesman selling your goods.
And I for one think, that we have drugs
enough to pull against, the last few years
in Edison goods. Help us. Don't pull us back.
Encourage. Don't discourage. Put out your best
goods right, and you and we will have a big

PIANOS
EDISON PHONOGRAPHS

VICTOR TALKING MACHINES
EDISON HOME KINETOSCOPES

THOMAS WARDELL
BRADLEY BUILDING
171 CENTRAL STREET

success. Hoping you will look into this matter
LOWELL, MASS.
Personally, I am Very Respectfully
Yours
Thos Wardell

Tosi

Mr. Edison:

Tosi writes me, under date of July 7th, as follows:

"Mr. Edison said some time ago that he would send me one of the new machines. I have not heard about this since. Can you tell me if the machine has been shipped?"

I would suggest that you give instructions to ship a machine to Milan, and that you have this machine made with a long centering pin and a low turn table so the machine will be able to reproduce thick and thin records. If this is done it will be unnecessary for Hayes to take his disc machine from London to Milan in order to make tests when recording in Milan.

W. H. Miller

Wm

7-18-13

67749 ✓
67174

Hayes
July 18th, 1913.

Mr. Edison:

I am to-day instructing Mr. Bradley to deliver to you one case containing 91 cylinder and 2 disc trial records.

This case was forwarded from Milan by Mr. W. A. Wagner, and I assume he has communicated with you in reference to same.

WALTER STEVENS *WS*

FHF RRP
q

Cable address:

Edifono-Milano

Thomas A. Edison Ltd.

MILANO

Via Silvio Pellico, 6

Boys -

Thomas A. Edison Esq. Orange, N.J.

Dear Sir

I herewith beg to enclose information sheets concerning 34 Artists and Students that made voice trials for you

The shipment includes 60 cylinders and 4 discs

The Singers have the following kind of voice:

2 Choratura Sopranos

6 Lyric "

2 Dramatic "

3 Mezzo Soprano & Contralto

11 Lyric Tenor

3 Dramatic "

6 Baritone

1 Basses

And are of the following nationalities:
20 Italians, 15 Spanish, 2 American,
2 Russian, 1 Prussian, 1 English, 1 Polish,
1 German & 1 Hungarian.

Kindest regards,

Very respectfully yours,
Humbert F. Tosi

Mr. Edison

MEADOW CROFT.
file

PHONOGRAPH TESTS

REPORT OF JULY 17TH, 1913.

CONT. OF REPORT OF JUNE 9th, 1913.

Submitted by - *3p Halpin*
7/19/13.

A-60 MACHINES - EQUIPPED WITH IVORY POINTS, GOVERNORS AND
NEW ADJUSTING DEVICE.

Three A-60 Disc machines equipped with new ivory point governors
and new adjusting devices have been put on test. The results
thus far are as follows:-

No. I - Running 120 hours variation in speed from 80 to 82 -
now running at 80 R.P.M.

Regulation on this machine poor. Brought to Mr.
Edison's attention. Trouble to be investigated by Mr. Luhr
when machine is taken down.

No. II - Running 96 hours - total speed variation from 80 to
81 R.P.M.

Regulation O. K.

No. III. - Ran 54 hours at constant speed of 80.

Regulation O. K.

Main spring broke at end of 54 hours.

A - 80 DISC MACHINE.

Test completed and approved by Mr. Edison 7-17-13. Model sent to Mr. Nicolai. Changes recommended by Mr. Edison in suggestion for Improvement #4015.

The tests on this machine included 204 hour run to test governor. Total change in speed from 80 to 76 R.P.M.

Test on new stop - machine started and stopped 500 times - then tested for speed - found to be 80 R.P.M. allowed to run 1 hour and again tested for speed, and found to be 80. A few records were then played to test regulation. Regulation found O. K.

Tested new adjusting device, noting speeds on each point from 1 to 6 inclusive. Found speeds correct at each position.

Engineering notice pending Mr. Edison's approval of suggestion as drawn up.

AMBEROLA VI TEST.

Stopped test 7-14-13 after running 330 hours.

At the end of test Mr. Edison decided to discard this model and substitute the Amberola V machine in a different cabinet in place of present Amberola VI.

To use up present stock of Amberola VI several changes were suggested by Mr. Edison. These changes are covered by suggestion for improvement No. 4014.

Messrs. Nicolai and Leeming were advised of changes by Mr. Edison.

Engineering notice is now pending Mr. Edison's approval to above suggestion form.

AUTOMATIC STOP FOR
DISC MACHINES A - 150 AND UP.

New type of automatic stop model now in Mr. Nicolai's office was tested over a period of two days. In that time it did not fail once.

Mr. Edison approved test 7-16-13.

Messrs: Nicolai and Leeming notified, 7-16-13.

Suggestion for improvement No. 4013 covers above change.

Engineering notice pending Mr. Edison's approval of suggestion as drawn up.

TEST MADE ON KINETOPHONE RECORD.

Record "Sextet from Lucia"

Record was played 200 times - at the end of every 50 times Mr. Edison listened. At the end of test he made the following comments.

"The Kinetophone record is O. K. up to 150 times - at 200 times the record shows no wear except at very loud waves and on the exceptionally deep indentations it starts to tear.

So we can assume that the record is O. K. on loudest record for 150 times and on records not so loud 200 to 250 times.

But for practical purposes assume 150 times."

Signed, T. A. Edison.

TEST OF NEW IVORY POINT GOVERNORS ON MODEL A-150 AND A-250 MOTORS.

New Ivory Point Governor approved by Mr. Edison, July 10, 1913,
for A-150 Disc machines and models over A-150.

NO. 2147
Engineering Notice covering all changes now in process.

All large machines with new governor which were on test have
been stopped by Mr. Edison.

Edison
Phonographs
Victor
Talking Machines
Records
and Repairs

SMITH MUSIC COMPANY

HIGH GRADE

Pianos

EVERYTHING IN MUSIC

110 EAST MAIN STREET

F. AUDREY SMITH, Manager

MARSHALLTOWN, IOWA.

Sheet Music
Instruments
Violins
Music Bags
Piano Tuning and
Repairing

OFFICE PHONE, 1235
RESIDENCE PHONE, 544

Mr. Thomas A. Edison
Orange, N.J.
Dear Sir:

Say, Every body disappointed in
getting Victrolas & records
in Marshalltown for about 4 years and were
never disappointed in either the goods or your com-
pany.

We have sold your cylinder line here
in Marshalltown for about 4 years and were
never disappointed in either the goods or your com-
pany. You have now placed upon the market a
new Disc machine, and we are doing our
very best in concert, and home-demonstration
capacity in 30 days

MARSHALLTOWN, IOWA, July 21, 1913.

Edison
Phonographs
Victor
Talking Machines
Records
and Repairs

SMITH MUSIC COMPANY
HIGH GRADE

— **Pianos** —

EVERYTHING IN MUSIC

10 EAST MAIN STREET

F. AUBREY SMITH, Manager

Sheet Music
Instruments
Violins
Music Bags
Piano Tuning and
Repairing

OFFICE PHONE, 1239
RESIDENCE PHONE, 545

MARSHALLTOWN, IOWA.

to get the machine before the public eye.

It is really a shame to think of the sales we, and you, are losing all for the lack of a few good records. We were unable to land three A 210 Ambroses last week, because we only had 2 or 3 demonstrating records, and were compelled to use Columbia and Victor records.

If you can possibly squeeze out a few records, for Heaven's sake do so, for we hate to stand here and see people laugh at

Edison
Phonographs
Victor
Talking Machines
Records
and Repairs

SMITH MUSIC COMPANY
HIGH GRADE

Pianos

EVERYTHING IN MUSIC

10 EAST MAIN STREET

F. AUBREY SMITH, Manager

Sheet Music
Instruments
Violins
Music Bags
Piano Tuning and
Repairing

OFFICE PHONE, 1238
RESIDENCE PHONE, 645

MARSHALLTOWN, IOWA.

our machines, all for want of a few records.

This has always been Edison ground, but we are losing out to the Victor. There is time to stop this, if you can only get us records.

Trusting that you will stand by us, and get out some records, we remain,

Yours truly,
Smith Music Co.
Max Smith

Mr. Edison.

MEADOW CROFT.
file

PHC/GA.

22nd July 1913.

Mr. Walter H. Miller,
Manager, Recording Dept.,
Thomas A. Edison Inc.,
79/83, Fifth Avenue,
New York.

Dear Mr. Miller,

I acknowledge receipt of your cablegram in regard to Hughes Macklin and am advising him immediately that we propose to exercise the option of June 23rd. As soon as the contract is executed we will send it on to you.

Very truly yours,

W. H. Miller
Managing Director.

*2 1/4
US\$*
Mr. Edison
you instructed me
on July 19/13. to contract him
for one year with option
at the rate of \$40 per solo
to take not less than
12 solos
W.H.M.

DL

9918 Prospect Avenue,

Chicago, Illinois,

August 1st, 1919.

Personal

Mr. Thomas M. Edison,

Orange, N.J.

My dear Sir:

I am interested in recording results of occult researches by our trained investigators in the Theosophical Society. As the use of the higher faculties centers the consciousness in super-physical planes, it vastly increases the work of the investigator to have to record his own researches.

Have you ever thought of producing a phonetic recording apparatus that would preserve verbatim reports? Something on the dictograph principle, but that would cover quite an interval of time, without attention. The thought of a wax tape comes to mind.

Developed, this apparatus might also supplant the clumsy "shorthand" reporting for lectures, courts, Congress, etc.

I would be glad to know in connection with our work mentioned if you expect to bring out anything of this kind.

Sincerely yours,

Walter B. Henning

MEADOW CANYON
Say we know a
phone that
will automatically
record a lecture

August 1, 1913

Mr. C. J. Wetzel:

Effective Monday August 4, please consider the following schedule on Amusement Cylinder & Disc Phonographs as a basis for your production until further advised to the contrary:

CYLINDER

Amberola III	mahogany	9 per week
" III	oak	3 " "
" IV	oak	25 " "
" V	mahogany	35 " "
" V	oak	15 " "
" VI	mahogany	150 " "
" VI	oak	50 " "
" VIII	oak	75 a day
" X	oak	150 a day

1500 corks

DISC

A-250	mahogany	30 a day
A-250	oak	5 " "
A-200	mahogany	20 " "
A-200	oak	5 " "
A-150	mahogany	12 " "
A-150	oak	4 " "
A-80	mahogany	50 " "
A-80	oak	10 " "
A-60	oak (wood)	75 " "

1160.
Total 2660

Finished parts and those in process for all of the above types of machines should be looked into at once and where it is found there is a quantity on hand sufficient to complete more than the schedule calls for, work should not be started on such parts until the point is reached where it is necessary to produce them and then they should be brought through only for sufficient quantities to keep up to the required schedule.

In no case is the stock of any particular part to be greater than 30 days' production at the schedule given above. Furthermore, production should start on the above schedule immediately where the stock on any part is less than 30 days' production on the above schedule, provided the manufacturing of the part in question is tedious or difficult, but production orders should not be issued for easily and quickly produced parts until the actual demand comes from the Assembling Dept.

Every effort should be made to make your production of the various parts required for any particular machine as even as possible.

The foregoing schedule on Amberola VI machines is to go into effect upon exhausting the bulk of the stock in hand for the present style of Amberola VI.

H.T.L.BB

H. T. Leeming

Copies to Messrs. Nicola, Dolbeer, Ireton, Hird, Waterman, Choate
Copies to Messrs. Edison, Wilson

No. 68587 ✓

August 5th, 1913.

Mr. Edison:

I return herewith a letter addressed to your good-self by Mr. W. J. Wallace Hamill, and attached thereto, you will find a copy of a communication received from our Mr. Gromelin in reference to the West London Phonograph and Gramophone Society. Copies of programmes are also attached.

The President of the Society referred to above, Mr. W. Denville Simons, is the Manager of Sales Department at our London Office.

MEADOW CROFT.

Prep are the letter

WALLACE & SIMONS.

Encl.

W S

C

[ATTACHMENT/ENCLOSURE]

The West London Phonograph and Gramophone Society,

In conjunction with The North London Phonograph and Gramophone Society, Highbury, N., and
The South London Phonograph and Gramophone Society, Tooting, S.W.



President	W. Denville Simons, Esq. (of Thomas A. Edison, Ltd., London, E.C.)
Vice-President	Henry Seymour, Esq.
Chairman	Mr. H. Laurie Craba
Vice-Chairman	Mr. S. E. Bourcier
Secretary and Treasurer	Mr. W. J. Wallace Hamill

Headquarters: 89 High Road,
Chiswick,

Communications to:
8 HARLEY ROAD,
Willesden Junction, N.W.

London, July 19th 1913

Stevens found out of this
is ok + I will
write them

Thomas Alva Edison, Esq.
Orange, N.J., U.S.A.

Dear Mr. Edison, I am desirous to communicate with you
as to the possibility of your extending your patronage
to this Society, which is the premier organisation of its
kind in this country.

We have been indebted many times to your British
staff for many favours which have been greatly
appreciated. The last was the occasion of a concert,
devoted entirely to the Blue Amberol, which proved to be
the most successful meeting we have yet held. You
have, perhaps, been already made acquainted with
this event.

Trusting to hear from you as to whether you can
honour us by acting in the position indicated, and
with every good wish.

I am,

Yours faithfully,
W. J. Wallace Hamill.

[ATTACHMENT/ENCLOSURE]

CHISWICK TIMES - APRIL 25th 1933
West London Phonograph and
Gramophone Society

[illegible]

"West London." The last of the first series of "All Company" nights, which have been held under the auspices of the London County Council, will be given by special arrangement with Messrs. G. & A. Johnson, Ltd.

It must be noted, however, as a remarkable tribute to the support that the cylinder still retains, to the great interest aroused by the introduction of the Blue Amberol record and diamond-point reproducer, that the cylinder place provided for the cylinder is inadequate, and even the enthusiasts being refused admission, even though holding tickets.

The general president of the Society, Mr. W. Deussille Simonis, occupied the chair, and was supported by Messrs. P. H. Cronchi (British managing director of Messrs. Thomas A. Edison, Ltd.), A. Laurie Craig, V. L. Bourchies, W. J. Wallace Hamill (chairman, vice-chairman, and secretary respectively of the Society), Mr. H. G. Stuart (of Messrs. Lockwood), Messrs. H. D. Price and T. Wilson, of the Edison Company, were also present, the former manipulating the Contact photograph in a most

The programme submitted was devoted solely to the latest invention of the "Master mind" and was greatly appreciated. The selections heard were of the usual Edison all-round standard of musical excellence, ranging from grand opera to ragtime; the reproduction consisted, through the medium of the diamond point reproducer being of the finest quality. Messrs. Collins and Harlan's rendering of "Titchy Koo" was, to quote a local press report, "quite a revelation as to how things

"fascinating melody sound really as usual." "The Ramsey," sung by Miss Edith Spenser, perhaps one of the most beautiful soprano recordings ever made, was accorded a warm reception. Harry Loader, just home from the "land of the photograph," provided a great deal of amusement in "Breakfast Bed," smiles of anticipation when the Chaperon announced this being evident on every face. The Company gave the most interesting and again substantiated their liberalism, by including in their selections what will be listed for—in some cases—three or four months to come. The first record heard which com-

In this history was that which gave a brilliant lesson from St. Mark, read by the Rev. E. H. Morgan, D.D., and a singing of "Pente, he still by the Edison Mixed Quartette. The whole effect was most recent and legitimizing, and the record, when issued, should be a success every price being collected. The next record was also sold by Ferdinand Hieseler's— "Ouzer, My God, to There," a splendid example of this class of record. Charles Dobb followed with "In a Fantasy from Wexler's Well-known airs, including the ballet music and the finale of the overture "Deep Down in My Heart," by Joseph Parson's was remarkable for the profound sentiment which the author attained, the rendition being superbly fine.

At the close of the concert, in which most of the Edison talent contributed, Mr. Caponeza prevailed upon to say a few words. He made some amusing and interesting remarks, and his recent visit to Orizaba, where he had seen the Edison disc being distributed, which he said had been so warmly awaited by the trade on this side. He had great pleasure in telling them that the disc photographs and records had been introduced to the American market some few months back, and that very shortly they would be introduced to the home trade. His Society would be favoured with a demonstration at the earliest possible moment.

The "Kinetophone," another invention of the "old man," as he was affectionately called, was announced. This marvellous invention, a combination of the phonograph and kinematograph, was now drawing enormous crowds to the leading vaudeville houses in America, and during the next month, or at the most two months, would be seen in London. He also showed the fact that the cinema were film

and the voices recorded at one and the same time, the recording machine being at least twenty to forty feet away from the mouth of the speaker.

In concluding he congratulated the management of the Society on the success they had achieved during their existence.

The secretary, through the medium of a photographer, thanked the Edison Company for the great interest they had taken in the event, also announcing that Blue Amberl signs would in future be taken every three months. He referred to the fact that this was the first Society meeting in this country that Mr. Cronin had attended, which honour was then accompanied by West London.

The audience afterwards adjourned to headquarters of the Society, where several corded their voices. Mr. Craswell presented the Society with a unique souvenir of the evening which took the form of a photograph containing a few appreciative remarks, concluding with plantation melody sung by Mr. Craswell himself, which delighted everyone present.

Thus ended the most successful meeting held in the history of the Society, which unquestionably the most complete from

• • •

Home recording night and demonstration
Roosevelt and other American (wax)
records.—29, Chiswick High Road, W.

8. 10.11.1994

[ATTACHMENT/ENCLOSURE]

C O P Y

30th May 1913.

65994

Mr. Walter Stevens,
Manager, Foreign Dept.,
Thomas A. Edison, Inc.,
Orange, New Jersey.

Dear Mr. Stevens,

As you are perhaps aware there is a growing movement on foot over here to organize so called Phonograph and Gramophone Societies. The membership of these Societies is composed of owners of talking machines and various Talking Machine Companies have utilised these organizations for the purpose of demonstrating new product from time to time. We recently participated in a "Genuine Edison Night" at the West London Phonograph and Gramophone Society and the evening was most profitably spent in the opinion of the writer. Since then the South London Phonograph and Gramophone Society have also had a "Genuine Edison Night" at which there was great enthusiasm shown for the Blue Amberol Product. I am handing you herewith programmes and bills which I thought might prove interesting to you.

Very sincerely yours,

(Signed)

PAUL H. CROMELIN

Managing Director.

[ATTACHMENT/ENCLOSURE]

WEST LONDON PHONOGRAPH AND GRAMOPHONE SOCIETY.

Chairman :
Mr. A. LAWRIE CRAIG.

Vice-Chairman :
Mr. S. L. BOURCHIER.



Hon. Secretary :
Mr. W. J. WALLACE HAMIL,
5, Whellock Road,
Chiswick, W.

Thomas A. Edison

PROGRAMME

"Genuine" Edison Night

A Demonstration of Mr. Edison's latest Acoustical
achievement - the "Blue" Amberol Record and
Real Diamond Point Reproducer.

Chairman . . . Mr. W. DENVILLE SIMONS.

April 24th, 1913, at 7.30 p.m.
At Bellomo's Restaurant, Chiswick, W.

NOTE.—The Instrument being used is the Edison "Concert" Phonograph, in
Mahogany . . . Price £18 . 18 . 0

[ATTACHMENT/ENCLOSURE]

PART I.

-
- | | | | | |
|----|---|-------|--|--|
| 1 | BAND | .. .. | "POET & PEASANT OVERTURE" | <i>National Military Band</i> |
| | | | (Regular Blue Amberol—23001) | |
| 2 | SOPRANO SOLO | .. .. | "SAY NOT LOVE IS A DREAM" | <i>Elizabeth Spencer</i> |
| | | | (Regular Blue Amberol—1610) | |
| 3 | TENOR SOLO | .. .. | "I HEAR YOU CALLING ME" | <i>Orville Herrold</i> |
| | | | (Concert Blue Amberol—28110) | |
| 4 | XYLOPHONE SOLO | .. .. | "THE MOCKING BIRD"—FANTASIA | <i>Charles Dush</i> |
| | | | (Regular Blue Amberol—1514) | |
| 5 | SOPRANO SOLO | .. .. | "POLONAISE"—MINON | <i>Blanche Arrol</i> |
| | | | (Grand Opera Blue Amberol—26125) | |
| 6 | BASS SOLO | .. .. | "THORA" | <i>Peter Dawson</i> |
| | | | (Regular Blue Amberol—23002) | |
| 7 | BAND | .. .. | "OVER THE WAVES"—WALTZ | <i>New York Military Band</i> |
| | | | (Regular Blue Amberol—1506) | |
| 8 | SOPRANO & TENOR DUET | .. .. | "ARE YOU GOING TO DANCE?" | <i>Elizabeth Spencer & Irving Gillette</i> |
| | | | "Count of Luxembourg" | |
| | | | (Regular Blue Amberol—1552) | |
| 9 | VIOLIN SOLO | .. .. | "MEDITATION"—THAIS | <i>Albert Spalding</i> |
| | | | (Concert Blue Amberol—28102) | |
| 10 | HARFING DUET | .. .. | "HITCHY KOO" | <i>Clifford & Harlan</i> |
| | | | (Regular Blue Amberol—1605) | |
| 11 | SCRIPTURE LESSON WITH HYMN AND ORGAN ACCOMPANIMENT— | | | |
| | | | "ST. MARK, 4. 35 to 41" and "PEACE BE STILL!" | |
| | | | <i>Rev. W. H. Morgan, D.D., and Edison Mixed Quartette</i> | |
| | | | (Regular Blue Amberol—1642) | |
| 12 | CONCERTINA SOLO | .. .. | "MEDLEY OF IRISH AIRS" | <i>Alexander Prince</i> |
| | | | (Regular Blue Amberol—23028) | |
-

INTERVAL.

PART II.

-
- | | | | | |
|----|----------------------------------|-------|---------------------------------|--|
| 13 | PIANOFORTE SOLO | .. .. | "NEARER MY GOD TO THEE" | <i>Friedrich Himmelsreich</i> |
| | | | (Regular Blue Amberol—1547) | |
| 14 | RELA SOLO | .. .. | From the "MAGIC FLUTE" | <i>Charles Dush</i> |
| | | | (Regular Blue Amberol—1553) | |
| 15 | CONTRALTO SOLO | .. .. | "OLD FOLKS AT HOME" | <i>Margaret Hayes</i> |
| | | | (Concert Blue Amberol—28143) | |
| 16 | MIXED QUARTETTE | .. .. | QUARTETTE FROM "RIGOLETTO" | <i>Frank Croston Quartette</i> |
| | | | Sung in English. | |
| | | | (Regular Blue Amberol—1528) | |
| 17 | CHORUS SONG | .. .. | "BREAKFAST IN BED" | <i>Harry Lauder</i> |
| | | | (Regular Blue Amberol—23017) | |
| 18 | BAND SOLO | .. .. | (a) "DARKIES' DREAM" | <i>Fred Van Pelt</i> |
| | | | (b) "DARKIES' AWAKENING" | |
| | | | (Regular Blue Amberol—1544) | |
| 19 | BASS SOLO | .. .. | "THE VOLUNTEER ORGANIST" | <i>Peter Dawson</i> |
| | | | (Regular Blue Amberol—23026) | |
| 20 | BAND | .. .. | "MEDLEY OF WAR SONGS" | <i>New York Military Band</i> |
| | | | (Regular Blue Amberol—1574) | |
| 21 | SOPRANO SOLO | .. .. | "THE ROSEARY" | <i>Blanche Arrol</i> |
| | | | (Regular Blue Amberol—1525) | |
| 22 | VIOLIN SOLO | .. .. | "NOCTURNE E FLAT, OP. 9, NO. 2" | <i>Kathleen Parlow</i> |
| | | | (Concert Blue Amberol—23142) | |
| 23 | SOPRANO SOLO WITH VIOLIN ORGANO— | | | |
| | | | "AVE MARIA" | <i>Marie Rappold & Albert Spalding</i> |
| | | | (Concert Blue Amberol—28106) | |
| 24 | MALE QUARTETTE | .. .. | "GOODNIGHT, FAREWELL" | <i>Knechtelbacher Quartette</i> |
| | | | (Regular Blue Amberol—1599) | |
-

GOD SAVE THE KING.

[ATTACHMENT/ENCLOSURE]

TRADE MARK
Thomas A Edison

1913 Phon.

PROFESSOR BERTRAND DE BERNY, PRESIDENT DR. FRANK E. MILLER, HONORARY PRESIDENT Wm. F. HARRISFORD, VICE PRESIDENT & TREASURER
 GUSTAVE J. ROTH, SECRETARY J. E. MILLER, MUSICAL COMPOSER
 REV. CHARLES A. CHAIN, CHAIRMAN, FUND COMMITTEE
 ABRAHAM H. GOODMAN, ATTORNEY THE PARKETT, BISHOPMAN, ALLEN & COMPANY, INC., FUND COMMITTEE
 ASSISTANT TREASURER

AMERICAN OPERA SOCIETY

THE NATIONAL SOCIETY FOR THE PROMOTION
 OF GRAND OPERA IN ENGLISH

OFFICES: 58 WEST 72D STREET, NEW YORK

August 11th, '13

Mr. W. H. Meadowcraft,

Edison Laboratory,

Oranget, N. J.

Dear Sir:-

I take this opportunity of extending to you my thanks and appreciation for your great kindness in bringing about an interview for me with the most marvelous inventor of the age - Mr. Thomas A. Edison. The two and one-half hours spent in his laboratory are minutes never to be eradicated from my memory, and for which I again thank you.

I wonder if there is a possibility of my obtaining a copy of the test made by Mr. Edison on the voice of Mr. Bliss, the pupil who accompanied me? Perhaps you could bring this about? Anything you may do for me in this line will be greatly appreciated.

Very truly,

Bertrand de Berny

What test does he refer to, we didn't record the voice, perhaps we took the personal equation, I don't remember -

Σ

[ATTACHMENT/ENCLOSURE]

Song Recitals and Lectures



Professor Bertrand de Bervyz,

VOICE SPECIALIST.

European Opera Director

and his Pupils

in the

Chamber of Music, Carnegie Hall.

Lectures

Disadvantageous Conditions Confronting
Vocal Aspirants in AMERICA, as compared with
EUROPEAN Conditions, and the REMEDY.

PROFESSOR DE BERNYZ is PRESIDENT of the
AMERICAN OPERA SOCIETY,
the National Society for the Promotion of GRAND OPERA in ENGLISH,
and to AID NEEDY TALENT.

Concert Direction, Office and Studios:
"THE ADRIAN", 58 West 72nd Street, New York City.

[ATTACHMENT/ENCLOSURE]

EUROPEAN OPERA DIRECTOR, PROFESSOR BERT-
RAND DE BERNYZ, VOICE SPECIALIST, teacher of
world - famous OPERA and CONCERT SINGERS, the
first teacher of FRIEDA HEMPEL, and who laid the founda-
tion for her brilliant operatic career — being the leading color-
atura prima donna at the METROPOLITAN OPERA HOUSE, and
the ONLY successful RIVAL of Mmes. PATTI, MELBA and
SEMBRICH, as acknowledged by NEW YORK MUSIC CRITICS
— extends you a cordial invitation to his SONG RECITAL, LEC-
TURE, DEMONSTRATION on his OWN and PUPILS' VOICES
and illustrations of reasons for VOCAL FAILURES. For date refer
to the Preference Cards enclosed herewith.

It is the earnest desire of Professor de Bernyz to clear
the discouraging situation in the vocal world, and this is the FIRST
step toward the end he hopes to attain. He calls your attention to the
vocal status as set forth in the recent compilation of musical statistics
by Mr. Pierre V. R. Key, musical critic for the New York World,
wherein he states that in New York alone there are 20,000 vocal
students, 2,000 teachers, and an expenditure of \$5,000,000 in the brief
period of thirty weeks for vocal instruction! Are not these figures
appalling?

The foregoing statement, unsupported by any one of the
innumerable arguments, that may be used to expatiate upon the
situation as it exists today, is quite sufficient in itself to set a move on
foot for the betterment of such undesirable conditions pertaining to
the noblest of all arts.

In view of this and other equally appalling facts, it is high
time some substantial efforts were made to protect those desiring to
launch out on a vocal career. They, of course, must first find the
TEACHER who is ABLE to produce RESULTS.

Confronted by the existing conditions and the mammoth
figures of Mr. Key, which are equivalent to so many vocal failures
since, from the 20,000 pupils we have NO ARTISTS, NO FAMOUS
STARS, it is little wonder that the pupils study a few weeks, or at
most a few months, then become so overwhelmed with discouragement
and disgust for the teachers who are absolutely incapacitated for the
important task which they have taken unto themselves, they prefer to
go to business for a few dollars per week rather than continue under
the tutelage of INCOMPETENT teachers.

Professor de Bernyz will demonstrate what marvelous re-
sults may be attained in an incomprehensibly brief period when the
PROPER TONE PRODUCTION, based upon NATURAL LAWS,
is employed. The proper method in conjunction with the scientific

laws as laid down by the leading scientists is INFALLIBLE.

As evidence of the strict conformity of Professor de Ber-
nyz's method with scientific laws, he refers you to Dr. FRANK E.
MILLER, LEADING THROAT SPECIALIST OF NEW YORK
CITY, and author of a treatise entitled "THE VOICE". Dr. Miller
has observed demonstrations of Professor de Bernyz's method on two
occasions. He has given expression to the declaration that in his fif-
teen years' experience as practicing specialist, and physician to the
world's greatest artists, he has in Professor de Bernyz's demonstra-
tions witnessed, for the first time, a method, the applicability of the
principles of which adhere absolutely to the scientific laws.

By way of illustration of the fact that QUALITY, FLEXI-
BILITY, POWER and RANGE are dependent upon PROPER
BREATH CONTROL, Professor de Bernyz will introduce voices
ranging from eleven to thirty years of age. He will introduce ONLY
HIS PUPILS, and ONLY THOSE who have studied with him and
HIM ALONE; those for whom he has laid the FOUNDATION and
built the entire voice. It has come to his knowledge that certain well-
known teachers make a practice of giving pupils' recitals and engaging
professional singers to appear, posing as their pupils, and represented
as such by the teacher.

A child of eleven years will sing a selection consisting of
runs and trills leading up to F above high C. The voice of this child
was so insignificant when she began her studies that it was not worthy
of any mention whatever. A tenor will sing C above high C, while a
soprano runs two octaves with him, holding high C while he proceeds
to C above. The two voices will blend in the finale in a way that will
shatter many fallacious beliefs pertaining to the relative qualities of
the male and female voices. If such results can be shown on talent
BELOW THE AVERAGE, what might not be done with EXCEP-
TIONAL TALENT.

The reason for the average vocalist failing to reach the goal
at which he has aimed is the fact that the START is WRONG, and
with a beginning wrong, the end is inevitable FAILURE and
THROAT TROUBLE. Common reason would suggest the resul-
tant consequence of a WRONG BEGINNING.

Professor de Bernyz is a BARYTONE and will sing
THREE OCTAVES, from C below to high C in ONE breath and de-
scend the same three octaves without ADDITIONAL breath, or with-
out replenishing the air he had when he began. Professor de Bernyz
has nothing to conceal; on the contrary he is anxious to aid the vocal
situation by giving to the public his DISCOVERY and leading into
the LIGHT those who are now BENIGHTED.

In order to lend a helping hand to those EARNEST and
HONEST teachers who THINK they are RIGHT, and who convince
the PUBLIC and the PUPILS that they are right, Professor de Ber-
nyz extends an invitation to them to come on his platform at each of
these successive recitals and demonstrate their methods and results

[ATTACHMENT/ENCLOSURE]

obtained thereby; or, if they are able to show any results, in fact, on either, their own voices or the voices of pupils which they can prove are **SOLELY OF THEIR TRAINING**. Pupils who have studied **ONLY** with them as vocal instructors.

This is the first of a series of Song Recitals to be given for the purpose stated above, and the invitation to be present at each and every such Recital is extended to teachers, artists, critics and all those interested in vocal work, and to all these I extend the further invitation to come on the stage with me and make exhibition of their ability, and their right to bear the title of **TEACHER**.

These **PREFERENCE CARDS** are sent out for the purpose of interesting those who may have some **INTEREST** in the subject, and the small admission fee is charged only to defray expenses, the surplus going to swell the fund for **NEEDY TALENT**. It is not the desire of Professor de Berny to make money from his lectures, his one aim being to **INTRODUCE** his method in order that **OTHERS** may **BENEFIT THEREBY**.

Press Notices:-

"..... His methods, however, are not founded on anything that is forced or unnatural; on the contrary, his basic principles are nature - that is to say, natural methods and the employment only of those physical standards which produce desired results."

"Important facts for consideration in connection with the work of Professor de Berny, are that his methods do not require those long hours of tiring which usually serve to exhaust and discourage the student rather than advance him."

From the Financial Review

"Arnold ALTSCHUL, tenor, and Clifford TARRANT, baritone, both pupils of Professor Bertrand de Berny, sang with such success for OSCAR HOSCHENREUTER on Tuesday last on the stage of the Manhattan Opera House."

New York Tribune, Feb. 16, 1914

"El Warren Tarrant, a promising young baritone, pupil of Professor de Berny, sang upon Opera House stage his concert on February 22. His work has a finished and easy style, promising him, as a young singer, a very brilliant future."

New York Tribune, March 5, 1914

RECENT CRITICISMS

"..... His Josephine Schenckmader, made her debut at a song recital given by Professor Bertrand de Berny, where her collection of songs caused considerable and favorable comment from musical critics. Although but sixteen years of age, she showed remarkable development and control, singing in a clear, high soprano voice."

Evening Telegram, April 7, 1913

"A large and enthusiastic audience completely captivated Professor de Berny and his pupils at a recital and lecture given last Sunday evening. Songs were heard in four languages, and it was generally felt that various solos here easily brought difficulties may be overcome when correct tone production is understood."

"The surprise of the evening was furnished by little Miss Frieda Davis, twelve years of age. The ease with which she sang for song and the clearness and fluidity of voice with

which she took her two voices, might well be cited by great artists."

"Prof. de Berny, in his lecture gave a practical demonstration of tone production, showing the relation of male and female voices and the possibilities of development of range, quality and power when governed by proper breath control."

Evening Mail, April 12, 1913

The well-known actor THOMAS E. SHEA, writing to Professor de Berny after thorough investigation of his method, comments:

"With best wishes to the **ONLY TEACHER OF NATURAL SYSTEM**."

Mr. A. MONTENOT, the well-known theatrical director, after hearing EDWARD HENRICH, leading baritone of CONCERT HALL, STEIN'S "SAUGHTY, MARPETA" (sung last night), said to the Professor personally:

"You did wonders with his voice. The improvement is so great, that if I did not hear it myself I would not believe that such wonderful results were possible in so short a time."

One of New York's best known **CLERGYMEN** after seeing Professor de Berny's method to improve his **DELIVERY** and **STRENGTHEN** his **VOICE**, after long suffering from THROAT TROUBLE, writes:

"..... After following your method two months, I feel that my voice is improved wonderfully, not only in range, but also in the ability to use it without strain."

Mr. Tom Purkey, president of a large banking-concern in Birmingham, Ala. and a wide host of whom had been suffering for years with throat-trouble, after the following declaration: "..... We are indeed very enthusiastic over your method. We are preparing to return to New York next summer for a more lengthy course under your direction."

Many testimonials letters are on file showing to what **BIG GAME PERIOD** Professor de Berny's method **DEVELOPS** voices and **CHARMS** THROAT TROUBLE among **SINGERS** and **SPEAKERS**, and being back into good condition, voices would be **FALSE** and **DISPROPER** METHUEN. These letters may be seen at any time by any one interested in this subject.

PROFESSOR BERTRAND DE BERNY, PRESIDENT DR. FRANK E. MILLER, HONORARY PRESIDENT WM. F. HARRISFORD, VICE-PRESIDENT & TREASURER
 GUSTAVE J. ROTH, SECRETARY J. E. MILLER, MUSICAL CONDUCTOR
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AMERICAN OPERA SOCIETY

THE NATIONAL SOCIETY FOR THE PROMOTION
 OF GRAND OPERA IN ENGLISH
 OFFICES: 55 WEST 72D STREET, NEW YORK

August 11, 1913.

Dear Mr. Edison:-

I beg to proffer my most profound thanks for the rare privilege of spending two delightful hours in your laboratory. I realize how immensely valuable your time is, and appreciate fully your magnanimity in permitting me to consume such a generous percentage of your day on Thursday last.

The manner in which you received my explanations of the science of tone production and its applicability to the natural laws as laid down by our foremost scientists, and your kind appreciation of the facts when made clear to you, manifesting a willingness to receive new truths, are gratifying in the extreme.

It has been, for more than ten years past, my aim to establish and give to the world a standard of tone production. I have had the intention of introducing phonographs in order to enable the students to hear their voices exactly as produced. I was convinced while listening to your two large phonographs which produce the human voice entirely free from false sounds that it is by this means that the defects of the voice may be best illustrated.

You were good enough to permit me to hear the voices of acknowledged stars who sang with interference and habits which will ruin the voice. You also let me hear voices which produced pure tone without any training whatever. If we know how to produce pure tone and if we hear our own faults as we hear them from a phonograph reproduction, and if we know how to eliminate those faults, we will thus be enabled to establish a standard of tone production.

After listening to your large phonographs in your laboratory I have determined to have one of the large phonographs installed in my studios. When you shall have returned from your vacation, I shall endeavor to avail myself of your kind invitation to visit you in your laboratory, and give you an opportunity to test the voices of other students of my system, to prove to you that getting pure tone, free from all false sounds, such as the tremolo, break between the registers,

PROFESSOR BERTRAND DE BERNIS, PRESIDENT DR. FRANK E. MILLER, HONORARY PRESIDENT WM. F. HARTSFORD, VICE-PRESIDENT & TREASURER
 GUSTAVE J. ROTH, SECRETARY J. E. MILLER, MUSICAL CONDUCTOR
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 ASSISTANT TREASURER

AMERICAN OPERA SOCIETY

THE NATIONAL SOCIETY FOR THE PROMOTION
 OF GRAND OPERA IN ENGLISH

OFFICES: 58 WEST 72D STREET, NEW YORK

-2-

singing off pitch, etc, as demonstrated on my own voice, is not a matter of accident, but the result of mastering the technique of a proper tone production. By the use of the phonograph the mastery of this technique would be more readily accomplished.

It is the purpose of the American Opera Society, of which I am President, to disabuse the minds of the public of many false impressions. And to aid in eliminating many fraudulent practices which result in ruined voices and no careers, after the expenditure of fortunes in money and years and years of the choice portion of the vocal aspirant's life.

And on behalf of the American Opera Society I beg to express thanks for the splendid encouragement offered in the way of approval of the method. In view of the fact that all the world bows at your shrine of greatness, anything that I might say by way of compliment would, I realize, be superfluous.

Therefore, I can but thank you again and again for the courtesies extended.

Yours very truly
Bertrand de Bernis

President.

Mr. Thomas A. Edison,
 Orange, New Jersey.

W. F. CROSBY

Watchmaker, jeweler, Engraver,
And Optician.

FINE WATCH REPAIRING A SPECIALTY.

JASONVILLE, IND. Aug. 14th. 1913.

E¹⁸

Mr. Thomas A. Edison,
Orange, New Jersey,
Dear Sir:-

I have a proposition in the matter
of a little invention of mine, that I would
like to submit to you.

I understand that you are now making
a disc machine, and I would like very much for
you to take this matter up with me, manufacture
same in connection with your machine, and place
it on the market.

Now Mr. Edison, from what I have heard
and read of you, I am willing to place the whole
thing in your hands, and will accept any royalty
that you can afford to pay me.

I would be pleased to send my model
to you for your examination and approval, and
am satisfied that you will appreciate the
merits of same. Hoping to hear from you in
the near future, I remain,

yours very truly,

W. S. Rodenberger

P.S. Inclosed you will find a clipping from
the Patent Office Official Gazette, which
will give you a description of the invention.

MEADOW CROFT.

Day we do not use
needles -

[PHOTOCOPY]



Thomas A. Edison, Inc.
Orange, N.J., U.S.A.

Edison Phonographs and Records. Edison Primary Batteries
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THOMAS A. EDISON, PRESIDENT
C. H. WILSON, VICE PRESIDENT AND GENERAL MANAGER
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LONDON, BERLIN, PARIS, SYDNEY, BUENOS AIRES
CABLE ADDRESS "ZYMOTIC, NEW YORK"

August 15, 1913.

Mr. Thomas Graf, Managing Director,
Edison Gesellschaft, m.b.H.,
10 Friedrichstrasse,
Berlin, Germany.

Dear Graf:

I enclose copy of letter to Mr. Cromelin, which I believe will be self-explanatory. My object in sending this copy to you is, I am also anxious that the Berlin and Paris offices be reduced to the extent decided on in general plan formulated last November just as early as possible. I am sure you will cooperate with Mr. Stevens toward the desired end.

Yours very truly,

President.

Enc-

PROFESSOR BERTHOLD DE BEARNT, PRESIDENT DR. FRANK E. MILLER, HONORARY PRESIDENT MR. F. HARRISFORD, VICE-PRESIDENT & TREASURER
GUSTAVE J. ROTH, SECRETARY J. E. HILLMAN, MUSICAL CONDUCTOR
REV. CHARLES A. CRAIG, CHAIRMAN, FUND COMMITTEE
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ASSISTANT TREASURER

AMERICAN OPERA SOCIETY

THE NATIONAL SOCIETY FOR THE PROMOTION
OF GRAND OPERA IN ENGLISH

OFFICES: 58 WEST 72D STREET, NEW YORK

August 18, 1913.

Dear Mr. Meadowcroft:-

I beg to thank you immensely for your kind courtesy in having made and mailing to me typewritten copy of Mr. Edison's rough note on Mr. Bliss' voice.

Trusting to have the pleasure of seeing you again in connection with the work in which we are mutually interested, I beg to remain,

Yours very truly,

Berthold de Bearnt
President.

Mr. Wm. H. Meadowcroft,
Laboratory of Thomas A. Edison,
Orange, New Jersey.

ALBERT S. LARSON
ATTORNEY AT LAW
SHAWANO, WISCONSIN

800-22-1234

August 21, 1913

The Phonograph Company,
229 South Wabash Ave.,
Chicago, Illinois.

Gentlemen:-

I have today received a shipment of records from you. I played them over this noon and none of them are satisfactory, so I am returning all of them to you today by prepaid express. Please see that I get the proper credit.

I am a little disappointed in Mr. Edison's choice of talent. I hope that in the future something better may be looked for. I do not believe I care for any more records unless the name of the band, orchestra, players or singers are given. After hearing numerous splendid records produced by the Victor and Columbia people, I am a little disappointed in my purchase. I hope, however, that Mr. Edison will be able to remedy the matter by producing better talent in the future.

Very respectfully yours,

Albert S. Larson

ASL/RF

Mr. Edison

AUGUST 21-1913.

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*handling our
by sending the goods also.*

file this

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Dolbeer

Mr. Edison

August 21-1913.

47

46 CYLINDER JOBBERS *only*

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Dolton

Kennedy

Phonograph Expt Tests

We use the wax

Record direct

Mr. Edison He can make them

Before making ^{in these moments} sustained

note record for testing

phonograph regulation, Mr.

Herman wants to know

if mould and celluloid records

were to be made from this.

He states that in the making

of celluloid records irregu-

-larities develop and it will

probably be necessary to

make 2 dozen records to get

a perfect one.

Is this according to your

wishes?

Kennedy

8/22/13

Have now Recd. Waiting

for Saphire reproducers.

H. M. COOPER, Vice President & Treasurer.
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TELEPHONES:
OFFICE MAIN 1988
YARDS CANAL 1178

CHICAGO August 25, 1913

The Edison Shop,
229 So. Wabash A ve.,
Chicago, Ill.

Gentlemen;

After thorough trial, the Edison phonograph sent to my residence in La Grange, does not come up to expectations and we do not wish to keep it. Will you send for it or shall we ship it to you?

Yours truly

H. M. Cooper

Read & return

*We have asked him to handle our little
business.*

AUG 26 1913

M. C. LEFFERTS, President

D. G. HAYWARD, Vice President

H. HAYLES, Vice President

C. MONTGOMERY, Secretary and Treasurer

THE CELLULOID COMPANY

30 TO 36 WASHINGTON PLACE, NEW YORK.

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TRADE MARK
"CELLULOID"

NEWARK, N. J. August 29, 1913.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:-

Reg. to acknowledge receipt of your letter of August 25th.

We fully appreciate the undesirable effect of the collapsing which you speak of, and feel that we will be able to overcome this in a very short time. At the rate we are producing tubes, we would require some 56,000 of the poles you speak of which would be impossible for us to handle in the space in which our seasoning is done, and we believe that the trouble can be overcome by a much simpler method and in less time.

These matters are having our most energetic attention, and we hope to do our part in reducing your losses to a minimum, although the high standard you have set has made the task somewhat difficult.

Yours truly,

Henry Clow.

VICE PRESIDENT.

DR. J. H. CLEAVER,
OFFICE 23 S. 7TH STREET,
COUNCIL BLUFFS, IOWA.

Phone 177
F25
Council Bluffs, Ia. August 30, 1918

Office 1030 to 12 A. M.
12 to 4 P. M.
4 to 8 P. M.
7 to 830 P. M.
SUNDAY AFTERNOON BY APPOINTMENT.

Thomas A. Edison,
Orange, N. J.

Dear Sir:-

After reading the inclosed article, I have decided to write you. I do not doubt that you have voluminous mail, and are often importuned by "Cranky" people to listen to their vagaries. Two years ago I spent several weeks in New York, taking special Courses at the Post-Graduate Medical School while there I visited the Record taking Rooms of the Edison Phonograph Co. on fifth Ave., principally to ascertain what I could about a Mexican Guitarist (Octavio Yanez) the Co. having about 16 of his Solo's. I fortunately met the gentleman that went to Mexico and secured these Records. I cannot recall his name. Now the thing I am troubling you about is this. Living now in New York City, I presume is the greatest living Guitarist. I know where of I speak, as I have been intensely interested in this instrument, and know of the performers, and the possibilities of the instrument (one of the most beautiful Solo instruments). I am appealing to you, in behalf of this grand instrument, to know if I cannot secure your co-operation to obtain some Record for the phonograph, from this great artist (Mr. William Foden). I know Mr. Foden quite well, he is somewhat reserved, and reticent, but truly a great artist. I have spent the two winter winters in Los Angeles, and these shortly for the coming winter in Los Angeles, and I am sure that if I can secure your co-operation, I am certain we can leave a legacy to the world of music. I regret my paper is out, but hope for a Respectfully,
J. H. Cleaver

Mr. Edison
Copies of her record were
made of her before
this letter was received from
you. Your report was not
favorable so have
sent her usual
form reply
WTHM

Mr. Thomas A. Edison
Orange N.J.

Dear Mr. Edison:-

I am the Western manager of Albert Spalding and
other artists who make records for your company, and I have just
taken over the management of Rosemary Gloss-Ross whom you no doubt
remember was the original "Merry Widow". She left the stage a few
years ago and married the Mayor of Milwaukee, David S. Ross.

Having prepared herself for the concert stage
within the last few years, she is now one of the few really great
lyric sopranos in this country.

I would like to arrange if possible, to have her
make some records for your company while she is in the East during
the latter part of this month, and am taking the liberty of writing
to ask who your man is that has charge of this department.

One of your travelling representatives, a Mr. Scott
who was in this city for a time exhibiting your new machine, was
going to give me a letter to your New York office but I left the
city for a time and on my return, he had left.

I will greatly appreciate this information at
your convenience.

Cordially yours,

Oscar London

Oscar London
Manager of Distinguished Artists
and Concert Tours
1120 Olive Street

St. Louis, Mo.

Sept. 1st. 1913.

Heifer

OK Hatter Miller
You are good take
a sample
Record disc

Sept. 9, 1915

Mr. Meadowcroft: /

The situation in connection with the Blue Amberol Record is such that Mr. Edison's attention should be called to it at the earliest possible moment.

Some 6 or 7 weeks ago, the coloring of the Blue Amberol tubes was changed from the Acetone process to a water soluble dye. About one week ago we became aware of the fact that the records made with the water dye showed marked signs of wear after a very few reproductions; the coating breaking through, causing a rough surface and changing the appearance of the record so that it looks as if it had been played several thousand times.

After discussing the matter with Mr. Nehr, I find that the water dye has been made strictly according to the formula and maintained at the proper strength.

If Mr. Edison will consent to our returning (even if only temporary, until he can give the matter his further attention) to the Acetone dye, we can take care of the matter by having the celluloid tubes dyed and seasoned in the shed across Alden Street from No. 24 Bldg. Mr. Nehr states that the space will be sufficient to take care of this because the seasoning will not have to continue more than 12 hours.

Mr. Nehr has several records that have been tested and played over, demonstrating this trouble and also has the data regarding various tests he has made in connection with same, and just as soon as Mr. Edison has time to go into this question with Mr. Nehr, he will show him the samples referred to above, together with the data, etc.

HTL:BB

H. T. Leeming

Mr. Edison:

On account of the serious nature of the situation we have made this proposed change in the cooking after a conference with Stylovorth, Leening, Nicholai and Nehr.

W. H. Meadowcroft.

Sept 10, 1913.

We were forbidden by the Doctor to consult with you because of your fever.

File under Leaning

Mr. Meadowcroft

The Bellbird Co is shipping practically all tubes seasoned 4 days. They have some of the other stock to get rid of but by next week they will be on nothing but 4 day material.

The Bellbird Co see no reason why the 4 day material cannot be supplied from now on and have assumed no of its suitability for our purpose


9/10

Mr. Hayes
I have written
to her that Mr. Edison
has been away but will
decide later, etc.
Wm. H. Hallenbrook
N 24

Mr. Hayes 9/25/13
If you think
Mr. Edison would not
accept this, please let
me know and I will
answer the letter.

Wm. H. Hallenbrook
Sept 13/13
Betty Good song
Hallam

By M. P. Hutchison

NOTICE TO "READ OUT." Indicate with a yes or no whether or not Record revolves so unevenly as to affect the "SURFACE" applied to the continuous and appreciable roughness on Record is reproduced, indicate by check mark under "fair, and "no" for "unfair." The referee's report is the basis of the judgment of the Committee in listing the Record. "REINDITION" pertains to the "REINDITION" of the Record. The referee's report must remain to the selection. "LOUD KNOCKS" are caused by blunders or pinches of the referee's fingers. These should critically be noted by the referee. "RECORD COMMITTED" is caused by the referee's fingers. Also be sure to enter the month number in column indicated.

Check-mark as instructed above									
CATALOG NUMBER	MOULD No.	RUN-OUT Year-No	SURFACE P	SELECTION P P G P			RENDITION P F G		LOUD KNOCKS Check-mark as instructed above
2014	2	nw	✓			✓		✓	
2015	6	nw	✓			✓		✓	
2016	2	nw	✓			✓		✓	
2017	1	Slightly	✓			✓		✓	
2018	5	nw	✓			✓		✓	reamed too large
2019	2	nw	✓			✓		✓	
2020	1	nw	✓			✓		✓	
2021	3	nw	✓			✓		✓	To those who have built entirely new ex.
2022	3	nw	✓			✓		✓	
2023	3	nw	✓			✓		✓	
2024	1	nw	✓	r		✓		✓	Rotten times. Jenar too loud for busting
2025	1	nw	✓		✓			✓	
2026	2	nw	✓			✓		✓	
2027	1	nw	✓			✓		✓	
2028	3	nw	✓			✓		✓	
2029	6	nw	✓			✓		✓	
2030	1	nw	✓			✓		✓	
2031	3	nw	✓			✓		✓	
2032	3	nw	✓			✓		✓	
2033	4	nw	except for tiny exit	✓		✓		✓	
2034	6	nw	✓			✓		✓	
2035	2	nw	✓			✓		✓	
2036	1	nw	✓		✓			✓	
2037	2	nw	✓			✓		✓	reamed too large Goes on mandrel too far.

COMMENTS ON FOLLOWING LIST OF BLUE AMBEROL RECORDS

By

NOTICE—"RUN OUT." Indicate with a yes or no whether or not Record revolves so unevenly as to affect the reproduction. "SURFACE" applies to the continued grating or appreciable roughness as Record is reproduced. Indicate by check mark under "P" for poor, "F" for fair, and "G" for good. "SELECTION" is for your view of the judgment of the Committee in listing the Record. "REPRODUCTION" pertains to the musical effects, and the merit of the performance, without regard to the selection. "LOUD KNOCKS" are caused by scratches or pinholes in the Record which make a loud report when the reproducing stylus comes in contact with them. These should ordinarily be covered by "SURFACE" report unless very loud. You can indicate by check marks on ruled lines in the "LOUD KNOCKS" column the relative position of the knocks, and at a glance we will get the number and about where they occur on the Record. Also be sure to enter the mould number in column indicated.

CATALOG NUMBER	MOULD No.	RUN-OUT	SURFACE			SELECTION			REPRODUCTION			LOUD KNOCKS
		Yes or No	P	F	G	P	F	G	P	F	G	Check-mark as instructed above
2038	4	W		✓				✓			✓	see
2039	7	W		✓				✓			✓	
2040	7	W		✓		✓			✓			
2041	2	no		✓				✓			✓	
2042	2	W		✓				✓			✓	
2045	4	W		✓				✓			✓	
20176	3	W		✓				✓			✓	
20177	1	W		✓				✓			✓	
20178	1	W		✓				✓			✓	
20179	1	W		✓				✓			✓	

The surface is excellent. A marked improvement over any submitted before.

In several the running was too great diameter to be standard yet not too large to play.

The run-outs are a great improvement. The appearance of all records is good and sticks to a standard.

The color varies from a light blue (standard) on some to a deep purple, all down the scale through dark blue. I was asked by outsiders recently why the color of your blue amberols varies through such a wide margin.

Attention Mr. Nahr is to be congratulated on the improvement in Blue Amberol production. MRR

H16

405 South Huntington Ave.,
Jamaica Plain, Mass.

September 15, 1913.

Mr. Thomas A. Edison,
West Orange, N. J.

Dear Sir:-

Referring to my interview of last July: I said then to Mr. Meadowcroft that I would return to New York in September and would write again to you, asking you to hear me again in songs especially suited to me. That morning you said to me: "You must have had a wonderful voice once; but it now seems worn to me." You were right, my voice was worn -- that day; but only for the moment. I had been putting the voice to the hardest kind of work prior to my singing for you and had asked Mr. Meadowcroft to arrange it for me that I have a talk with you that day and do the singing some other day, when I was fresh and could do myself justice. Had it been done so, I have faith to believe your verdict would have been just the first part of your statement - that is: "You have had a wonderful voice and have it still."

Now, I have an Edison "recording machine. I have learned by practise how to sing to the machine, yet the record does not sound the least like my singing, nor does it faithfully record any of the pupils who have studied with me. Again there is something about the machine that breaks in on the pitch D., producing a scream, in all cases.

✓ Mr. Thomas A. Edison--2.

The number of the machine is 356,846; of the recorder, 533,310.

I am very anxious to have recording machines that are faithful. I can teach singing by them and in the end create a considerable market for them for this purpose.

My studies in phonograph work has shown me that each of the metals have their affinity for one or more of the five fundamental elements of the human tone. These elements I spoke of in my talk with you. Had Prof. Hallowell been able to continue his work with me I am sure we could have gotten the formula of those sound affinities of metals and other substances. I am able to do it, however, alone. With this and with the formula of a voice we could have made plates for the phonograph that would minimize the faults of a voice, each for each, as spectacles improve defective power of vision.

Do you make recorders large enough to fit the carrier of the machine without the lead ring which now is used to fill in between the recorder and the carrier? Or could one be made for one? I am sure a larger diaphragm would do well for big resonant voices.

Through the phonograph I am very anxious to present to people many a fine artist, who does not wish to otherwise do public work -- artists who work at art for the love of it and perform for the love of it and the love of pleasing friends -- artists who have not commercialized themselves and thus rubbed the bloom from off beautiful product.

Yours truly, *George W. Roberts*

*Hughes put it through
tag*
Mr. Grimes:

Sometime ago we heard there was a very good
Tenor in England by the name of Hughes, and we instructed
Hayes to try to secure a test record of this man, and he
writes me that he has secured a disc trial by Hughes and
has forwarded it with a shipment on the Steamship "St.
Paul" sailing on the 6th inst. Will you please make a
test of this trial when it arrives and let me hear it.

W. H. Miller

9-16-13.

✓
Copy to Mr. Edison and Stevens.

Mrs. Edison:

I think it may be
advisable to show this to Mr.
Edison.

Probably it will explain
a new situation to him that
may put the Blue Amberol dye
matter in a new light.

We are getting along
very satisfactorily with the acetone
dipping and 12 hours seasoning.
W^m Holladayoff

Sept 16/13

[ATTACHMENT/ENCLOSURE]

M.C. LEPPERTS, PRESIDENT

D.G. MAYSAUTH, VICE PRESIDENT

H. RAWLEY, VICE PRESIDENT

C. MONTGOMERY, SECRETARY

THE CELLULOID COMPANY

30 TO 36 WASHINGTON PLACE, NEW YORK.

EXECUTIVE OFFICE

290 FERRY STREET.

TELEPHONE
CONNECTION
FACILE ADDRESS
"CELLULOID"

TRADE MARK
"CELLULOID"

NEWARK, N. J. Sept. 13, 1913.

Thomas A. Edison, Inc.,

Orange, N. J.

Gentlemen:-

Attention of Mr. Nehr.

Our chemists have carefully inspected the sample record which showed signs of wear after being played only six times.

Inspection would seem to indicate a disintegration of the surface, due either to moulding with too little heat or to the absorption of water, which is easily introduced in the presence of alcohol.

The new dye has brought so many new factors into the problem that we do not feel that we can accept the return of any material as defective, except for its being of a wrong size, or shown to be brittle, by pinching, before being dipped.

We believe that the acetone dip exerts no selective action in favor of either pyroxylin or camphor, but have always considered that it leaves a tough, smooth surface.

Yours truly,

Henry Thore
VICE PRESIDENT.

G. R. GOODWIN, General Manager



TRADE MARK
Thomas A Edison
The New
Edison Phonograph

The Phonograph Co.

JOBBERS

Thos. A. Edison's New Phonographs and Records

Salesrooms and Offices: 229 S. Wabash Ave.

Chicago Sept. 17, 1913

Mr. W.H.Meadowcroft,
c/o Thos. A.Edison, Inc.,
Orange, N.J.

My dear Mr. Meadowcroft,

I have been very much upset over the reported illness of Mr. Edison. Anything you see in the papers is not so--mostly-- so I have had some comfort in that belief. However, I would like to hear from you personally as to the real condition of his health.

Returning to the matter of Disc records. I want to say that when we were down there a month ago the Jobbers were promised a weekly output of entirely new stuff which would have a very good start in September. So far the only additions to the old selections---recently renumbered and paired again---have been five bands.

Mr. Edison plainly told Mr. Hayes to send me information as to what new selections were officially paired and sent to the baths for plating. I have had just one such list and that I got while at the factory. It is signed "C.B. Hayes, August 11th". Is there another delay? Are our promises to the clamoring customers which we made after our visit to the factory to be unfilled in any degree? What is the matter? Please write me.

CEG/M

Sincerely,
C. B. Hayes

CEG / M

Sincerely,

My City September 20th 1913

Recital,
Reception to Board of Education
Methodist Episcopal Church
Lawrence, L. J.

About two hundred attended, and outside of a solo by a local flutist, our instrument furnished the music. The audience were called to order and we rendered a formal program. Upon request we gave three further selected numbers later in the evening. All our selections were heartily enjoyed and greatly appreciated. Many persons came to the platform and were shown all features of the instrument, which pleased them very much.

Percy J. Morgan.

11/11/13 -

I have tested Rudolf's machine by ear on sustained notes and even when the voltage was raised 10% I could detect no change of pitch. I have a ~~very~~ ^{fairly} accurate ear for pitch, too.

He has worked hard on this machine and is quite proud of it. It certainly gives better than any I have yet heard of electrical ones.

I will put it on my test next.

MAX.

9/20/13

(Hessling, Aug.)

September 23rd 1915

Mr. Edison:

Kindly note that we are to-day instructing Mr. Bradley to deliver to you one case containing 18 cylinder and two disc trial records. These records were forwarded to us from London per s/s "St. Paul".

WALTER STEVENS

c/c to Mr. Hayes

PHF RRP

9

Hayes

[ATTACHMENT/ENCLOSURE]

TELEPHONES OFFICES: 1768 & 1769, CITY
FILM SHOWROOM: 5387, BROADWAY

TELEGRAMS & CABLES: EDISONORAM, LONDON.
CODES USED: WESTERN UNION, A.S.C. & LIEBENS



Thomas A Edison Ltd.

32, CLERKENWELL ROAD, LONDON, E.C.

Edison Phonographs and Records
Edison Dictating Machines
Edison Kinetoscopes and Motion Picture Films
Edison Primary Batteries
Edison Home Kinetoscopes and
Motion Picture Films

FILM SHOWROOM:
8, GERRARD ST.W.

FACTORIES
ORANGE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

IN REPLYING ADDRESS THE COMPANY, NOT THE
INDIVIDUAL, AND PRESENT THESE INITIALS

AFW/MR.

5th September 1913.

Thomas A. Edison Esq.,
C/o Thomas A. Edison Incorporated,
Orange, New Jersey, U.S.A.



Dear Sir,

For your information we enclose herewith copy of a
letter addressed to Mr. Walter Stevens giving particulars
regarding a shipment of two cases, one of which contains
18 cylinder and two disc master records.

We also enclose list showing the marks and contents
of the second case.

Yours truly,
THOMAS A. EDISON LIMITED.

W. H. Wagner
Assistant General Manager.

*Mr. Hayes
Do you
get this?
Measurements*

DICTATED TO AND TRANSCRIBED FROM THE EDISON DICTATING MACHINES.

[ATTACHMENT/ENCLOSURE]

CONTENTS OF CASE MARKED:-.

T.	A.	122 West Street, New York. U.S.A.
E.	Inc.	

FOR Mr EDISON. 18 CYLINDER & 2 DISC MASTERS.

		MASTERS.
Mr Patrick Hughes. (Irish Tenor).	The snowy breasted pearl & Scale.	2.
Miss Esther Yunson. Contralto.	Will ye no' come back again & Scale.	2
Madame Slapoffski. Soprano.	Last rose of Summer & Scale.	2
Miss Marjory Sim. Soprano.	The garden I love. & Scale.	2
Mr Norman Blake. Baritone.	Somewhere a voice is calling. & Scale.	2
Mr F. Proctor Brown. Bass.	Friend.	1.
Miss F. Rattray. Mezzo Sop.	Constancy.	1.
Mr Edward Davies. Tenor.	Since last we met. & Scale.	2.
Miss Ethel Duncan. Soprano.	Somewhere a voice is calling & Scale.	2.
Mr A. Desmond. Tenor.	Rose of my heart. & Scale.	2

CYLINDER	MASTERS.	18.
----------	----------	-----

Mr Patrick Hughes. (Irish Tenor)	The snowy breasted pearl.	1
Mr Edward Davies. (Tenor).	Angels Guard Thee.	1
	DISC MASTERS.	2

Ans: 10/3

Say that we
have several recording
rooms ^{maintained in}
different ^{rooms} ^{but}
Recording ^{rooms} ^{point}
to be ^{for}
Reproduction ^{very}
address you on a ^{subject} ^{that} ^{may}
possibly interest you. ^I
ago I read an article by ^{Allen} ^{H.}
Benson entitled "Shawn's dream of a New
Music". This was a musician I have
always been a lover of music, and the
article interested me. I heard one of
your first phonographs & after these later
ones, I appreciate & can easily see how
you have the desire to bring it to perfec-
tion - One thing, in particular, in that article

10/13

struck me forcibly - You say "the accuracy of our operations are perfect. Something is always lost between the singer and the audience" - Some 16 or 17 years ago when I was first investigating this subject, Reményi the great Hungarian violinist gave me the substance of a long interview with him. His expression on this subject was this: "Sometimes I hear the violin well and the audience do not & sometimes the audience hear it & I do not. That is the great auditorium when both the audience & I hear it well." Now can this loss between player and audience, as you express it, be done away with, or as was in the mind of Reményi can a good auditorium be made with reasonable certainty. After years of patient study & experiments, I say yes, if there is a right application of the laws of acoustics. I would say more - I do not see how a good phonographic record can be made without such a good auditorium, for the imperfections of a poor auditorium are inevitably recorded & vibrate the record.

I may add more, that after hearing the best phonographists, I can see where the instrument itself, by the application of certain laws of acoustics, can be improved in several particulars.

[illegible]

~~Address -~~
c/o Mr Herbert Mann,
No 816 Port Avenue,
Richmond, Va.

J. H. Agnew

Oct-1/13-

Mr. C. E. Goodwin
c/o The Phonograph Co.,
Chicago N. J.

My dear Mr. Goodwin,

Mr. Meadowcroft has handed me your letter of Sept 17th, he left last evening on his long delayed vacation. He was pretty near played out, while Mr. Edison was away and during his illness everything fell on Mr. Meadowcroft's shoulders. Mr. Edison returned last week and is feeling very well. He had a bad siege of it. Now in regards to me sending you lists, it has been impossible for me to do this, because I have been kept busy on the disc end day and night, but I will let you know that we have added ~~to~~ 43 double records and 16 single to the present list, making a total of 300 ~~numbers~~ for the first catalogue which Mr. MacChesney is working on at present, and expects to have out by the ~~22~~ 15th.

We will keep on adding to this every month there are several popular selections among the new numbers. I might add that we are having a talking record made to put on the other side of single faced records, describing the selection and singer. Anselmi- Bonci- Urtus- Cincros- Bori- Hensel are among the new singles face record. If I had time at present to make a list I would, but you will receive official list soon. Have'nt you received any of the new records?

Sincerely

October 1st, 1913.

Mr. Hayes (Laboratory.)

Am attaching hereto a letter from Mr. G. E. Chandler, together with copies of my replies.

Mr. Edison is desirous of having the Boston Commandry March made at an early date, and wants you to call it to his attention as soon as received at the Laboratory.

F. K. DeBeer



[ATTACHMENT/ENCLOSURE]

"F.K.D."

10-1-13:

Mr. G. E. Chandler,
c/o Boston Athletic Assn.
Exeter Street,
Boston, Mass.

Dear Sir:

We have just received your kind favor of September 30th-1913, with enclosure and would respectfully advise that up to the time of writing, we know nothing whatever about the communication which you have addressed to Mr. Edison, but in this connection would state that Mr. Edison has been away from the office for nearly a month, on account of illness; he having returned only a few days ago, and perhaps there may have been some of his correspondence which has not yet been attended to, owing to his absence.

May I ask that you accept my sincere thanks for your courtesy in having provided us with a copy of the Programme, showing that you are very much interested in the Edison disc phonograph, and we fully appreciate your courtesy in having written us as you have.

Should you find that any of the records you now have in your possession are defective through manufacturing causes, I would respectfully request that you return them direct to this office, communicating with the writer, so that we may see that they are replaced with perfect ones, as we have no desire to have you retain any disc records which are not satisfactory in this particular.

It will be my pleasure to call to Mr. Edison's attention, your most recent letter, - at the same time, I will endeavor to learn what has become of the other one, to which you refer.

Should you find that we can be of any service to you, in any way, kindly command us.

Yours very truly,
Thomas A. Edison, Inc.,
Phonograph Sales Dept.,

Sales Manager.

[ATTACHMENT/ENCLOSURE]

October 1st, 1913.

Mr. G. E. Chandler,
c/o Boston Athletic Ass'n,
Boston, Mass.

Dear Sir:

Supplementing my letter of this morning would state that your original letter was received by Mr. Edison and was referred to the Recording Department for consideration and I feel quite confident that the Boston Commandry March will at some time in the future appear upon an Edison Disc Record.

Mr. Edison desires me to say that he appreciates very much your courtesy in having written him on this subject.

Yours very truly,
Thomas A. Edison, Inc.
Phonograph Sales Dept.

Sales Manager.

C. E. GOODWIN, General Manager



TRADE MARK
Thomas A. Edison
The New
Edison Phonograph

The Phonograph Co.

JOBBERS

Thos. A. Edison's New Phonographs and Records

Salesrooms and Offices: 229 S. Wabash Ave.

Chicago

October 3, 1913.

Mr. C.B. Hayes,
c/o Edison Laboratory,
Orange, N. J.

My dear Hayes,

Thank you for your letter in regard to the coming ~~records~~ type. Did Mr. Edison change his mind about letting me have the memorandums as to what was paired and going through? I see both you and Mr. Meadowcroft evade this question and I want to know the truth about it. If he don't want me to have them all well and good, but I don't like to be disappointed when I hear him give a personal order in such a matter.

I am, of course, glad to know that you have added forty-three double faced and sixteen single faced records to the present list. That is fine. We need them.

Yes, I have had a few records. Since the Jobbers were there on the 11th ^{of Aug} we have had, in addition to the list of ninety-three, six or seven instrumental pieces and one new song that is not catalogued. I am going to ask you how where you got those songs, for the titles seem so silly that up to this moment we have never been able to sell one of them. Everybody snickers when they look at the record. Yet, it seems like a good piece of recording to me. I refer to "Your Pardon Darling, Forgive Me". This makes about

C.B.HAYES.

#2.

eight records in all that have made their appearance as entirely new in addition to the ninety-three records of the old chestnuts which we have a big stock of. I suppose you are doing the best you can but all of the Jobbers know that eight new records which have appeared in lots of four or five each is hardly coming up to the promises of at least ten new records a week up until Christmas. I don't know why I should tell you these things or I don't know what you can do about it. We can stand such deliberation if the Edison Company can.

Thank you very much for your courteous letter.

Yours very truly,

C. E. Goodwin

CEG/M



OUR PRIDE PIANOS:
VOSE, CADWELL, R. S. HOWARD
AND
AUTO-PIANO, PLAYER PIANO

O. C. CADWELL & CO.

127 SOUTH PHILLIPS AVENUE

"THE OLD RELIABLE
MUSIC MERCHANTS"

SELL
NOTHING BUT STRICTLY RELIABLE GOODS
ON EASY PAYMENTS

WRITE US BEFORE YOU BUY ANYTHING
IN OUR LINE, AND SAVE "MONEY"

WHITE AND NEW QUREN
SEWING MACHINES
\$22.50 TO \$24.00

EDISON'S WONDERFUL

NEW DISC
PHONOGRAPH
AND CYLINDER MACHINES

VIOLINS, CLARINETS, CORNETS
DRUMMERS OUTFITS, AND
EVERYTHING IN THE
MUSICAL LINE

LATEST SHIRT MUSIC 10c COPY

SIoux FALLS, SOUTH DAKOTA.

Oct. 4th 1913

Dear Mr Edison

What have you done about the "Tone Modifier",
We need it so badly in selling the disc, that we think a sale
is lost by it.

If you have anything ready, please send it just
as soon as possible

Yours very truly

Thomas H. Bruner Mgr
O. C. Cadwell & Co

MEADWORTH

Tell him that all my time
is put on trying to reduce the
surface sounds when these
disappear nobody will want
the tone modified, no more than
they would the piano or singing

5

JANUARY 1913 SUPPLEMENT

MINUTES OF MEETING OF RECORD COMMITTEE
HELD OCTOBER 6, 1913.

MESSRS. MOCHESNEY: MEHR: WURTH: PAYNE: HIRD: WATSON: WEBER: KUHNEN:

ACCEPTED TO COMPLETE JANUARY SUPPLEMENT

BLUE AMB. SERIAL CAT. OR OLD NO.	SERIAL CAT. NO.	NO. OF MOULDS	
2128	767	8	MAPLE LEAF FOREVER---KNICKERBOCKER Q.& N.Y.MIL.BAND
2132		10	FAVORITE AIRS FROM "ROB ROY"-EDISON LGT. OPERA CO.
2134		10	AN IRISH HUSBAND--"The Marriage Market"-GILLETTE & CO.
2135		8	TANGO -MISS MEXICO-Turkey Trot (For dancing) NAT.P.BAND
2139		10	INTERNATIONAL RAG MEDLEY-Turkey Trot " " " "
2142		8	THE LASS FROM THE COUNTY MAYO- O.J. MC CORREACK

TRAILS

THE LITTLE CHRISTMAS BASKET

IN THE MORNING

(DUNBAR RECITATIONS BY E. WRIGHT)

Committee recommended that 5 of his best selections
be recorded for our use.

HOLD TO HEAR IN BLUE AT NEXT MEETING

LOVE DEVINE - KAISER & FISH

(EVER OF THREE - VENETIAN INSTRUMENTAL QUARTET
(Special No. 1 blasts - discard. Submit blue sample
of No. 2.)

(IF WE COULD ALWAYS LIVE IN DREAMS - CLOUGH
(Sample runs out - another sample requested)

The Committee listened to the following unlisted selections which represent an accumulation of old records that were recorded some time ago, and disposed of them as indicated.

Those marked "discarded" are not suitable for use at any time and the moulds may be destroyed:

APPROVED FOR FUTURE USE

SERIAL NO.

10747 MOLLY BAWN---HACKETT
10840 BAKE DAT CHICKEN PIE ---COLLINS & HARLAN
10940 LET'S GROW OLD TOGETHER HONEY ---Remain
11233 G.A.R.PATROL---RAND
11446 AUNT MANDY -----GOLDEN & HUGHES
11491 COLUMBIAN EXPOSITION MARCH --BAND
10812 THE DEAR OLD SONGS---OAKLAND & CHORUS
11468 UNDER THE DOUBLE EAGLE MARCH --BAND

DISCARDED

LEONORE-----H. HINDERMYER
10665 ADANTE CANTABLE QUAR. O. P. 11---QUARTET
10748 LOVE ME OR NOT--HACKETT
10824 HERE'S LOVE AND SUCCESS TO YOU---SARTE
10942 THE HOLY CITY---HARRISON
10943 MARIETTE TWO STEP---BAND
11970 KING OF THE AIR MARCH---DAAB
11022 I LEFT BECAUSE I LOVE YOU - HINDERMYER & CHO.
11119 A ROSE IN HEAVEN--HACKETT
11122 COULD I ---HACKETT
11232 HERO OF THE ISTHUS MARCH---BAND
6401 LA SERENTA----JOMBELLI

✓ A. G. IRETON

CHAIRMAN RECORD COMMITTEE.

COPIES TO MESSRS. EDISON: WILSON DOLEBER: MILLER: ORONKHITE: MAXWELL
STEVENS: BALDWIN:

SUBJECT:

CUMBERLAND TELEPHONE & TELEGRAPH COMPANY
INCORPORATED

LELAND HUME,
VICE PRESIDENT

Edison Phonograph Company,
New York City

Gentlemen:

It was back in 1889 that the Tennessee Phonograph Company was organized, and I represented that Company at Memphis, Tenn. at that time we undertook to run an early type of graphophone and the record was made on a small tube about six inches long and 1-2 inch diameter. The tube was very light, and the idea in mind was to send messages by mail between parties having these graphophones.

I am exceedingly anxious to get hold of one of these old machines that is in good working order. I have an old record which I received, which I now value highly on account of the fact that the voice on the record is silent in death. I would pay any reasonable amount for one of these old machines, and trust that you will think it worth while to look it up for me.

If you want any references as to my responsibility, etc., I take pleasure in referring you to Mr. Theodore H. Vail, President of the American Telephone & Telegraph Company; Mr. W. H. Woolverton, President of the New York Transfer Company; to Mr. H. B. Thayer, President of the Western Electric Company; to Mr. U. H. Bethell, Senior Vice-President of the American Telephone & Telegraph Company.

Yours truly,

Leland Hume

R

NASHVILLE, TENN., October 9, 1913.

Mr. Madison
Ans 10/18
Say that I had a number
of the old machines
but they were all
discarded
perhaps, Alexander
at Columbia
could tell you
where to get one
this
if
machines

WJG
October 14, 1913.

Mr. Halpin:-

Mr. Edison orders as follows, and instructions have been given by Mr. Leeming to the Shipping Department of T. A. E. Inc. and to the Stock Room of Blue Amberol Records, to enable you to carry same out:

Once a week, you are to go to the Shipping Department of T. A. E. Inc. and select from the phonographs which are ready for packing, but not packed, two each of the Amberola VIII, Amberola X, Disc Machine A-80, Disc Machine A-200.

These machines are to be put onto a truck immediately, or as soon thereafter as a truck can be secured, meanwhile you remaining in the Shipping Department until the same are put on the truck. They are then to be brought to the Laboratory and put on test for noise, regulation and the various other features incidental to a comprehensive inspection of same while being run. They are not to be taken apart or otherwise injured.

After one week's operation of these machines, they are to be returned to the Shipping Department by you, the same truck that takes them back taking away an equal number of like types to be subjected to the same inspection and test.

Once a day you are to go to the Stock Room of the Blue Amberol Department and select at random six records. These are to be played each one hundred times for one-half inch at the beginning of the record.

Report of the above tests are to be handed in with copies sent to Mr. Edison, Mr. Wilson, Mr. Leeming and the Laboratory Office.

The reports on the machines will be made out weekly when the tests have been finished.

The reports on the records will be made out daily when the tests have been finished.

After the records have been played, they are to be held in the Laboratory subject to such inspection of Mr. Edison as he desires to make, each being labelled and put into a separate pile, corresponding to the day on which it was received and tested.

After the said records have been held thus for one week, they can be used for any ordinary testing purposes which may arise on cylinder phonographs, as it would not be propitious to put them back into stock after they have been played for one

-2-

hundred times.

M. R. HUTCHISON.

Copy to Mr. Edison, Mr. Wilson, Mr. Leeming and Mr. Luhr.

October 18th, 1913.

Mr. S. Moore:

Your report covering records delivered to stock Friday, October 17th, shows a total of 1187, consisting of only 31 numbers. Is it possible that you are only running 31 numbers at this time, and does it not seem to you that after having been making records for nearly a year we ought to get more than 31 numbers on any one day?

We of course have a quantity of records in stock, but we find it very difficult to mark them up for shipments as they contemplate numbers with which the jobbers are now well supplied, particularly when out of 31 numbers supplied to stock yesterday we find 9 of them with less than 10 of each number.

I realize there must be some very excellent reason for this condition, but here we are at what should be the very busy season of the year and are unable to make shipments of disc records owing to the limited number of selections going into stock.

This is a very important matter and should be given your immediate consideration.

F. *Delaney*

C/C to Messrs. Edison; Wilson; Mehr; Hayes.

Hoyes
Get these one cylinders
which is not
on cylinders get
where a letter
20-13
Heard

Mr. Edison:

Kindly note the attached communication from
C.B. Haynes, Richmond, Va., together with carbon copy of
my reply.

You will recollect a few days ago, I called
your attention to another communication from this same party,
and you suggested that I obtain from him a list of such
selections as he would like to have placed upon our disc
records.

This for your consideration.

P.K. Webster



The West London Phonograph & Gramophone Society,

89 HIGH ROAD, CHISWICK, W.



President	W. DENVILLE SHIBSON, ESQ.
Vice-President	HENRY SHYMON, ESQ.
Chairman	MR. D. J. EASTER.
Vice-Chairman	MR. R. DAVISON.
Secretary and Treasurer	MR. W. J. WALLACE HAMILL.

8 HARLEY ROAD,

WILLESDEN JUNCTION,

London, October 20th 1913
N. W.

WJH

Thomas Alva Edison Esq.,

The Laboratory,

Orange N. J. U. S. A.

Dear Mr. Edison,

I am obliged by your favour of August 25th which has at last reached me.

Needless to say we are deeply indebted to you for the great honour you have bestowed upon this organisation by associating yourself with it - an interest which is shared by your British staff, from Mr Cromelin downwards.

Trusting you will accept these few lines as an appreciation of our thanks

Yours very truly

W. J. Wallace Hamill

Ans 10/7/26

MEADOW CROFT.

4 D'Arcy St.

Toronto Ont.
Canada

Oct. 22/13

Say we already have

such a machine

Thos. Edison ^{of N.Y.} ~~Comp. Sec.~~ ^{Dr.}
Orange, New Jersey, U.S.A.

Dear Sir:-

I have a device by which all the volume of sound which goes into a gramophone is reproduced when the machine is in use. All the sound, so that if with my device, the machine is playing a march or other music by a band, it would require a large hall or out of doors, as the volume of sound given out by the machine would be far too much for an ordinary room.

Place a gramophone with my device in the band stand in a park, & one would imagine from the volume of sound that a band were playing, or in any open space or large hall or theatre, the music of an orchestra, band or choir is produced in all its fullness of volume.

I have tested this and proved it beyond any shadow of doubt, but unfortunately I have not the means to take out patent or I most certainly would take out patents for my invention.

I wish to bring this to your notice, because you are closely interested in gramophone invention & and having command of capital would naturally be in a better position than myself to take out patent and exploit & place the invention on the market.

My proposal is that you give me an agreed sum for the whole reversion right under this invention.

It is an accomplished fact & only want of money prevents my going ahead. The field for this invention seems to be practically unlimited.

I shall be pleased to hear from you at your early convenience in regard to this matter.

Yours Truly,
R. B. R.

TELEPHONE AREA DIRECTOR

BURTON THOMPSON
REAL ESTATE BROKER
NUMBER ONE WALL STREET
NEW YORK

October 28, 1913.

Mr. William H. Meadowcroft,
Orange,
New Jersey.

My dear Sir:-

I have your very kind note of the 25th
instant written from Atlantic City.

Reg to thank you for the information
given and wish to express my regret of the knowledge
of Mr. Edison's illness.

I would be pleased to hear from you at
your convenience in regard to trial of Mrs. Thompson's
voice for records.

Thanking you most cordially for your con-
sideration, I am,

Very sincerely yours,

Burton Thompson

BT/HMA

MRS. FANNIE E. MCKINNEY-HUGHEY, PRINCIPAL
TRAINING CLASSES FOR TEACHERS

HUGHEY LECTURES

PHONES (BELL, LINSLEY 4850
(VORLICH, DELMAR 711)

HUGHEY COLOR MUSIC SCHOOL

MUSICAL-ART-BUILDING—
Millikin Conservatory of Music.

Decoratur, Ill. October 28, 1933.
ST. LOUIS, MO.

Mr. Thomas Edison,
Orange, N. J.

Dear Mr. Edison:

MEADOWCROFT.

*Autograph clippings to
in glass fronted cabinet
in Library Room*
*Don't know what to
say*

In the development of a purely American plant for child-culture which shall lead directly and logically into any avenue of learning, my "Color Music" foundation work, according to the book sent to you last Spring, has so interested the heads of the various Schools of this University— all specialists— that each is helping me to develop his individual subject as perfectly as possible according to the cultural needs of the baby.

We have seventy little ones from two years old to six, and we are playing on the thresholds of music, (vocal, instrumental and composition, ear training and rhythmic callisthenics) art appreciation, French, German and English, conversation and reading, sewing and care of dolls as babies, manual training, singing, gardening, dramatic expression and so forth, all in fun and frolic, developing sound and graceful bodies, happy dispositions and strong moral character.

Our work is no longer a matter of speculation. As a newspaper man said to me the other day "You have delivered the goods."

Professor Olds, the head of the vocal department, is getting up a most beautiful book of children's songs built upon the actual melodies he took from live birds in the woods last summer. This I desire to have illustrated by the head of our School of Fine Arts with pictures of the birds and their nests. So enthusiastic have we all become that Professor Olds' cousin, Mr. Henry Oldys, the bird specialist, has been drawn into our circle, and is willing to give little bird lectures and stories illustrated with the real bird calls, notes and melodies, and adapted to the simplicity and attractiveness necessary to interest and instruct such young children.

In order to use these with our pictures and songs whenever we need them, we shall need to use a phonograph. Mr. Oldys is willing to give these to the necessary records, and I am eager to have him use your new machine which Mrs. Ilgen showed me in Washington.

Mr. Oldys will be here to deliver a lecture on birds during the week of the tenth of November, I believe. Would you be willing to grant him a personal interview on his return trip to Washington? At which time he could acquaint you with the scope of our work and the practical results.

HUGHEY COLOR MUSIC SCHOOL

"MUSICAL ART BUILDING"
Millikin Conservatory of Music.

Decatur, Ill.
ST. LOUIS, MO. 19

Edison-2

I also want to inquire as to cost of the new diamond point phonograph, and if there is a special school price? The University contemplates buying a phonograph of some kind, and I very much need one for my model school.

My funds are almost zero, however, as the work has grown so rapidly that the needs in the way of equipment are greater than our income and will be so until we build our new model school building and equip our "ahead of the times" playground and miniature farms for baby gardening.

I am sending under separate cover, the illustrated catalog of the Conservatory of Music, one of the Schools of the James Millikin University, which is housing our school and caring for us while we lay the foundation for educational work. The enclosed clipping will tell you of the prompt action that located us here.

Very truly yours,

*Very truly yours
Fannie E. Hughey.*

1913

Recitals

Mr. Edison

Recital,
University Avenue Presbyterian Church,
Evening, October 31st, 1913.
New York City.

As you will note from programs attached, we furnished the music of the evening. About fifty people attended and our program was thoroughly appreciated and well applauded. A gentleman, who withheld his name, and who said it had been his business to inspect Columbia instruments at Bridgeport, stated that he never knew there was an instrument in the world which played such beautiful music as the Edison Diamond Disc does. A number of persons examined the instrument and extra records were given. A vote of thanks was given to Mr. Edison for his kindness in furnishing the music.

Percy F. Morgan

[ATTACHMENT/ENCLOSURE]

MUSICAL RECITAL

UNDER THE AUSPICES OF THE

MEN'S ASSOCIATION

OF THE

Presbyterian Church on University Place

FRIDAY EVENING, OCTOBER 31, 1913

Programme

LUSTSPIEL, Overture,	Brass Band	Kela-Bela
MISERERE	Soprano, Tenor and Chorus	From "Il Trovatore"
ECLAT DE RIRE (Laughing Song),	Soprano Solo in French	From "Maison Lescant"
MEMORIES OF HOME	Violin, Cello, Flute and Harp	Gutmann
CELESTE AIDA	Tenor Solo	From "Aida"
MEDITATION	Violin Solo	From "Thais"
DARLING NELLY GRAY	Mixed Quartet	Hanby
ROCKED IN THE CRADLE OF THE DEEP	Bass Solo	Knight
WHISPERING FLOWERS	Reed Orchestra	von Blon

THROUGH THE COURTESY OF MR. THOMAS A. EDISON THE INSTRUMENT USED IS HIS NEW DIAMOND DISC PHONOGRAPH.



Thomas A. Edison, Inc. Orange, N.J., U.S.A.

Edison Phonographs and Records. Edison Primary Batteries
Edison Kinetoscopes and Motion Picture Films
Edison Home Kinetoscopes and Motion Picture Films
Edison Dictating Machines. Edison Kinetophones
Edison A.C. Rectifiers and Edison House Lighting Controllers

THOMAS A. EDISON, PRESIDENT
C. H. WILSON, VICE PRESIDENT AND
GENERAL MANAGER
WILLIAM MAXWELL, RECORDS VICE PRESIDENT
E. J. BERGGREN, SECRETARY AND TREASURER
LONDON, BERLIN, PARIS,
SYDNEY, BUENOS AIRES.
CABLE ADDRESS
"ZYMOTIC, NEW YORK"

Nov. 1, 1913.

TO THE TRADE:

The manufacture and sale of elaborately designed and highly finished phonograph cabinets introduces into the phonograph business a problem with which the furniture trade has long been compelled to deal.

The experience of furniture manufacturers has demonstrated the necessity of declining to allow any claim for damage that occurs to furniture after the same has been packed by the factory.

It is inevitable that highly finished furniture will in some cases reach the jobber or dealer in a somewhat damaged condition. The same is true of highly finished phonograph cabinets. For example, the wrapping may cause what are known as press marks on the surface of the wood, or the unwrapping of the cabinet and the sudden exposure to a much lower temperature may cause check marks to appear on the varnished surface; or as frequently happens, the person who unpacks the instrument may damage the cabinet in withdrawing it from the packing case.

It seems imperative that we adopt the same rule which furniture manufacturers have found it necessary to enforce, viz: we will not be responsible for any injuries to phonograph cabinets after they are packed. We shall use the greatest care in packing them, but beyond that our responsibility does not extend.

Where a cabinet is marred or damaged it will be necessary for the jobber or dealer to restore the finish or repair the injury at his own expense. If a dealer does not have in his employ a person who is competent to do this, it will ordinarily prove possible for him to make arrangements with a local furniture man to provide the services of a person who can do the work.

The necessity for this action has been brought about by the fact that in a number of cases we have been called upon to reimburse the jobber or dealer for repairs on cabinets for which we were in no way responsible.

THOMAS A. EDISON, INCORPORATED,
Phonograph Sales Dept.
F. K. DOLBEER,
SALES MANAGER.

H. G. HOYTONTON
PRESIDENT

W. P. TRAINER
VICE-PRESIDENT

V. C. LANDON
TREASURER

A. G. BROWNE
SECRETARY & GEN'L. MANAGER

J. H. BRACHENY
ASST. GENERAL MANAGER

Union Fibre Company

MANUFACTURERS
OF EVERY FORM OF COLD STORAGE INSULATION

ALL THE BEST MATERIALS
TO HOLD TEMPERATURES
IN COLD STORAGE PLANTS
REFRIGERATORS, REFRIGERATING
CARS AND REFRIGERATORS



ROCK FIBRE, MINERAL WOOL,
SHEATHING TON,
LINOFELT THE MODERN
SUCCESSOR TO BUILDING
PAPER FOR HOUSE SHEATHING
AND SOUND DEADENING.

THE LARGEST EXCLUSIVE MANUFACTURERS OF INSULATING MATERIALS IN THE WORLD. HEAD OFFICE: NEWARK, N.J.

RAILROAD SALES OFFICE
1612 GREAT NORTHERN BLDG.
CHICAGO, ILL.

Chicago, November 26, 1913.

MEADOW CREEK

*We do not use the
zig zag method*

Mr. Thomas A. Edison,

Orange, N. J.

Dear Sir:

It may be presumption on my part to offer a suggestion to you because it is not probable that you have overlooked the thought which has occurred to me in connection with improvement in phonographs. However, beg to say that in observing phonographs it occurs to me that some of the coarse tones and scratchy sounds originate on account of the needle traveling over the record on a curve. We all know, of course, that when a railroad car rounds a curve the wheels frequently give forth a squeal on account of friction between the wheels and the curved rail. Is it not possible that this is also true when the phonograph needle travels over a curved line on a record?

My thought is that you might invent a celluloid ribbon similar to a photographic film in texture on which the phonographic record could be made unwinding from one small wheel and pass under the needle and re-winding on another wheel. After the record was completed the ribbon could be re-wound upon the original wheel in the same manner that a player piano record is re-wound.

If necessary in order to keep the needle on

LINOFELT FOR SHEATHING AND SOUND DEADENING, BETTER FOR KEEPING OUT MOISTURE
AND COLD THAN THIRTY-EIGHT SHEETS OF BUILDING PAPER

Mr. Thomas A. Edison.....2

November 6th, 1913.

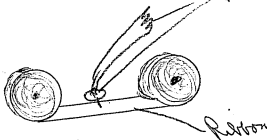
the record track it could be firmly placed and the ribbon passed between mechanically perfect guides. If this idea is feasible you could get away absolutely from all curves, and possibly many of the disagreeable sounds now noticed in connection with phonographs could be eliminated. If this idea is new and has any merit I hope you will try it out.

I making at the bottom of this page a very rough sketch to make my meaning more plain.

Very truly yours,

HWL-H

Thomas W. Lee
Needle



MELZER BROS., SUCCESSORS TO



ADOLPH MELZER
CHARLES MELZER
PRIZE AWARDS WORLD EXHIBITION
TENDERS AND INVESTMENT SOAPS

Cincinnati, Ind. Nov. 6th 1913

Mr. Thos. A. Edison
Orange N.J.

Dear Mr. Edison



Your favor of 28th ult. was received on 30th, same day that I had the pleasure of seeing and hearing the productions of your Kinetophone at one of our theatres.

The acts ran from 4 to 6 minutes, and I was informed that the cylinders used were 4x8". They appeared to have the average amount of "scratches".

This afternoon I hunted up a certain patent specification and incidentally came across yours of Dec 25/06 for water soluble soap cylinders. Now, I must have had that specification ever since it was issued, but I haven't the least recollection of having read it before now. I must have received it early in 1907, at a time when I was all broke up mentally, owing to various troubles in my business, which I shut down soon thereafter and haven't resumed operations to this day.

Having had no connections with the Amer. Graphophone people since that little unpleasantness in 1905, no one has kept me posted on the changes and improvements

in the phonograph business. I have often wondered by what means the volume of sound of the records has been increased so much within the past 5 or 10 years, and now it seems to have been SOAP, the article I have made since I was a boy and that my father made before me. And why didn't I think of making regular soap cylinders before you? I did, and Macdonald can tell you that I suggested in 1894 or 95 to mold transparent soap cylinders in a machine to be built on the lines of the candle molding machines on which I made many a box of tallow candles 50 and more years ago. For obvious reasons such cylinders were of no use before the days of molded records.

However while the records of today are very much louder than those of 8 or 10 years ago, I do not notice any considerable diminution in the "scratch", that can sore which has annoyed and worried me ever since I had anything to do with the talking machine, and to eliminate which I have been brewing new cylinder compositions ever since 1894. Quite recently, I have found a way to avoid crystallization without the employment of aluminium or other metal, and in today's mail I am sending for a new material, which I believe will give better results than any I have yet tried.

Are you using transparent soap for your "masters"? If so let me make a few special soap cylinders for you. Won't cost you a penny. The soaps of Commerce are all right for the purpose intended, but might be improved for your purpose, and I know something about soaps, also about phonograph cylinders. Pears really does not make soap. In England the toilet soap business is divided between the "Soapers" and the "Remelters". The

"Soaper" saponifies the fats and sells his "stock soap" to the "Remelters" or toilet soap makers, who remelt it, color, perfume and press it into tablets, or work it up into milled or transparent soaps. Pears buys their stock soap from Tom, Dick & Harry on yearly contract at lowest price based on fatty acid content. Such soap cannot be uniform and while OK for washing, contains a small percent of common salt, may be some sugar and other substances objectionable in cylinder blanks.

Very truly yours
A. Melzer

[ATTACHMENT/ENCLOSURE]

5 1
Day that we no longer use
way for making records for
the public, we used a
Compound for the small
cylinder of cellulose
and for the Discs, we
use the very hard
Condensation product
of Carbalic acid and
Hexamethylenetetramine —
This material is almost

MEADOW CROFT.

[ATTACHMENT/ENCLOSURE]

2

as hard as glass &
permits us to obtain
a very large volume
of sound -

Our Master records
are still the same -

None of our other
experiments were
improvements -
Glad to hear you
are enjoying the benefits
of science -
For 1908

the most beautiful pure
dramatic voice we have
heard. She has studied
for years with Max Heinrich
and he has prepared her
for opera even in spite of
the fact that her husband
refused always to allow her
to sing in public. They have
lately come here from New
York and Campinini is
attempting to hear her sing
but there is almost no
hope of her being free to
have a career. She has
a professional accompanist

Mr. Edison
You will be
interested to read this
all through Monday
5/23 She

Mr. Edison
You will be
interested to read this
all through
5/25 Sheridan
Chicago
My dear Mr. Edison, the perfection
of your ^{GRAPH} ~~phonograph~~ is really
wonderful it ~~reproduces~~ ^{reproduces} ~~nothing~~ ^{nothing} greater would be
attempted in that direction. The
reproduction of the singing
voice is amazing and I am
writing to you personally
to say that there is a singer
here in Chicago, a young
English woman, who has

with whom she works daily, and I am urging her to offer to make same records for your new machine. Her singing of the "Mme Butterfly" music is far truer, and more beautiful than Geraldine Farrar and she sings both the old and the modern arias with great finish. It is a pity indeed that such a voice should not be permitted to be heard and believe me, the "Edison" should exploit it first. Last evening Mrs Evans gained her husband's consent to go down to New York and make same records if you would advise where and when she should go and to whom. With an orchestra to play for her or Max Heinrich, who would I know, Mrs Evans would make same records here, ~~fore~~ ^{fore} unequalled. I know, because personally I have been brought up on music and as to phonographs, we have a Victor and almost all the good Red Seal.

prize, sang here last week
and her songs, we heard
were transposed as she is no
longer able to take and sustain
those high notes, but the
artist of whom I write
sings with ease and power
the difficult music of
Puccini and Charpentier's
"Louise". If she writes to
you do dear Mr Edison,
respond and if this plan
prevails we who buy your
new Edison shall all
benefit. Maybe upon my

(53)

records. Now we want an
"Edison" but ~~you~~ you haven't
the voices! ~~I~~ I haven't
heard the Victor records
on your machine. I am
hoping Mrs Evans will write
to you at once, as she goes
any way to New York
next week. Do your people
realize the fact that every
one of the great sopranos
both lyric and dramatic
are on the "wane" and
yet they are under contract
to the Victor for three more
years. Even Miss Farnar, then

(53)

Recommendations only you will communicate with
her before she writes and in any case I will
give you her address - Mrs Richard Percival Evans
#5016 Sheridan Road Chicago.

My husband is a "Ford" man which may interest
you, but we have one mutual acquaintance
in dear Capt Fick of Cleveland, who married one
of my mother's friends - I wish I might hope for a
word from you! Believe me in all sincerity

Saturday

November the eighth

Catherine Fitzmaurice May.

(Mrs Walter Q. May)

Chester S.C. Nov 8, 1913

Hon Thos A. Edisson,
Orange N.J.

Dear Sir:-

I have noticed some times in electric theatres that the electric piano would play some pretty air and that the patrons would ask each other the name of the piece of music. It has occurred to me that a small phonograph could be built in the upper corner of these pianos which could announce the title and author of the music. This is seems to me would not only advertise the publishing house and help to popularize the music but would be a great convenience.

If this idea is worth anything to you any kind of a check will be acceptable, otherwise throw this letter in the waste basket.

Yours very truly,
James Hamilton,
111 Pine St.,
Chester S.C.

E 12

MEADOW CREEK
Say the letters
won't pay for a
piano
S.

Thomas A. Edison Inc. *Boyes - let me hear*
Edison Phonograph works., *the Gregorian chant music now used*
Gentlemen., *Omaha webr November 8, 1913*

1710 Dorcas - 1st in Catholic Church
I note Mr Edison's New Disc

phonograph, with diamond point advertised, This no doubt is a very great improvement, in the last list of Edison records issued, in the religious section there were very few Catholic songs, *now there are many* beautiful songs sung inside and out of the Catholic churches, at masses etc, that I believe if the Edison company would get some of these Catholic church choirs, to sing them they would be a great benefit to (the people especially) the Catholic people their children and (no doubt) would be used in many Catholic schools, institutions and homes, Get Good Catholic singers to sing them, there are many if you look for them.

Childrens choirs in the Catholic churches sing beautiful, the Vatican or Popes Choir is said to have the best boys and most beautiful choir in the world, In this city I have heard a Catholic Italian-American childrens choir sing at mass it is beautiful, the Italian children sing (there mother tongue) Latin, which is beautiful. Please let me know what you think of this and if you ever think you will make record a of Catholic songs. The Catholic church has so many beautiful songs that I don't think the choirs have time to practice and sing them in the churches. Thanking you in advance for your kind attention, I remain, *all*

Your's Truly, G J Gerhard.
1710 Dorcas Street.

P.S. Several years ago the Benedictine Fathers, Omaha Nebr., which I think are located at Clyde Missouri, *now located at* Conception Missouri, where here in Omaha giving instructions to different choirs in the city on Gregorian Music I never had the opportunity to hear them, but was told they where some of the very best and expert in teaching that music (and singing same if I am not mistaken.)

(over)

Your Truly G J Gerhard

6519 - 781,973
1913-11-13

Walter Miller

Mr. Edison:

In your criticism of English voice trials sent
you from London, you give the following comments on Norman
Blake, Baritone:

Scale--considerable tremolo and very uneven. In
song has considerable tremolo--his interpretation
is good--better take this song on the disc--take
two and send over.

The London office has tried to carry out your orders
in regard to this party and Hayes writes me as follows in
a letter received today:

"In regard to the artist, Norman Blake, would
say that we too thought this artist had quite a good
voice and would be suitable for our regular list here.
We had him come up and sing for a time with piano in
order to give him a little experience and I then gave
him a trial date. We did everything possible to get
some good results, but we were compelled to give it up.
He seems to be utterly devoid of brain matter."

W. H. Miller

W.H.M.

11-13-13

Generally so -
perhaps you can get him to
prop. good songs. The queen's
interpretation would be natural
any way

LAPIN'S "DRAMAGRAPH"
[patented]



A Marvelous one man
SOUND EFFECT ORCHESTRA
For Photo-play, Vaudeville or Drama
THE "DRAMAGRAPH"
Created a sensation at the
Grand Central Palace Exposition
New York
Week of July 7th, 1913

"VICTOR" will prolong the life of your
Talking Machine Records. Order a sample
bottle. Price Twenty-five cents.

Thomas A. Edison
Orange N.J.

Dear Sir:-

About a week ago I wrote you about a new
sound effect machine that could be placed on the market that
would feature your new amborole records ,and also enclosed
stamp for reply but up to date have not heard from you

I can show you inquiries for my sound effect devices
from every part of the world and can I am sure interest you if
you will grant me an interview

Thanking you for prompt reply I am

Very truly yours

Samuel Lapin



Talking Machines and Records Bought, Sold and Exchanged
Pianos and Musical Instruments Tuned and Repaired

COLUMBIA NOVELTY CO.

Manufacturers of
LAPIN'S PHOTOPLAY
AND DRAMATIC SOUND EFFECTS

Drummer's Traps of every description made to order

Jobbers of
Musical Merchandise and Novelties

1427 Columbia Avenue, next to Liberty Theatre

Nov. 17, 1913

Philadelphia

*Mr. Hutchinson
do you know
anything of this?
W. H. C. Adams*

*He came for me &
wasn't coming at
me*

Chicago, Nov. 20, 1913.

24
Thos. A. Edison, Esq.,

Edison Laboratories,

Orange, N.J.

MEADOW CROFT.

Dear Sir:

Regarding the new Edison Phonograph and record that you have recently perfected and placed upon the market it has been my pleasure to hear this wonderful machine played, and for one who has the power of feeling music I can say that it is truly a revelation.

Nevertheless I am interested in the machine to the extent that many improvements can be made; in other words it has not been brought to the final stage of perfection. As far as the recording and producing end is concerned I can see no better method than you have devised but I believe that you have overlooked improvements that could be brought out in other workings of the instrument.

I am not writing for any money consideration but merely to offer a suggestion which came to me on the impulse of the moment and which is really practicable and economical thus bringing the machine to higher state of perfection.

Although I am not of the "Four hours a night Doctrine" I have the brains to force the evolution of theories to a certain extent at least.

If you think that you could adopt any suggestions that are offered the only compensation that I would ask would be the use of my name that would probably bring me something in the future in the way of an opportunity.

Yours very truly

5915 Wabash Ave.,
Chicago, Ill.

Wrote saying that we have many improvements which we intend putting from time to time but require it - a change of policy takes place in the work we have done, we would be glad to separate ourselves from all others but not just yet as color
John M. Wenger
The thing is in a transition state - 9

Mrs. ROBERT A. MILLER

ROBERT A. MILLER, JR.

ROBERT A. MILLER

MANUFACTURER

Puerto Rican Needle Work

17 WEST 45TH STREET

DRAWN WORK

EMBROIDERY

SALES ROOMS
29 CONERIO STREET
PONCE, P. R.
21 ALLEN STREET
SAN JUAN, P. R.

Mr. & A. Meadowcroft.
Edison Laboratory
Orange
N.J.

NEW YORK CITY.

Nov. 25-1912

Jrd

Dear Mr. Meadowcroft.
I am in receipt of your letter to-day in regard to the singer about whom I spoke to Mrs. Edison. It is not the lady of whom you speak as wishing to sing. Her name is Mrs. Edmund Collins. She is from Denver, Colorado. and is the daughter of the late Governor Russell. One of the first Governors of Colorado. She has had every advantage in training her voice and has the reputation of being the best singer in Denver. She is going to Chicago to study with Prof. Farmer for Quindt Opera. She has a fine soprano and a sweet, melting voice. She thought there was some place in Chicago where she could make a trial record. I do not think she intends coming to New York. But if there is no place in Chicago and you could give me some definite idea, as to what the result would be in case she was a success, she might decide to come. And I will be very pleased to send her any information you may be able to give me.

Very sincerely yours.

Mrs. Robert Miller

17 W. 45th St.

New York

Mr. Edison:

I suppose a record
taken at home or by an
amateur would be of no
value to you for the purpose
of judging the voice?
Meadowcroft,

Nov 21/13

Couldnt judge
Voice by amateur
Record

Mr. Edison
 I learned by the
 telephone that Miss Rauch
 had made all arrangements
 to come out today, so I told
 them to be here a little before
 2 o'clock so as to catch you
 before going into the
 Dentist's Chair -
 Since you want
 to see her today
 since I make a date
 for next week,
 Meadsworth
 Nov 28/13

Mr. Meadowcroft,
 c/o Thomas A. Edison, Inc.,
 Orange, N. J.

Dear Sir:-

This will introduce to your Mr. P. Lewinson,
 manager of Mme. Rauch who Mr. Edison has expressed a desire
 to meet. Will you please see that they get an audience
 with him?

Yours very truly,

Mgr. Recording Department

Mr Meadowcroft-

This is a copy of letter given to Mr. Lewinson
 who is going to bring Mrs. Rauch out on
 Friday the 28th, If you think it is
 impossible to see Mrs. E. Friday will you telephone
 Mr. Lewinson Phone 2587 John
 W. Miller

COLUMBIA GRAPHOPHONE COMPANY

STORES IN ALL PRINCIPAL CITIES - DEALERS EVERYWHERE

TELEPHONE CONNECTION

CABLE ADDRESS "COLPHO" NEW YORK.



EDWARD D. EASTON,
PRESIDENT.
GEO. W. LYLE,
VICE-PRESIDENT.
MARION GORDIAN,
TREASURER.
C. W. WOODRUP,
MANAGER.



FACTORY BRIDGEPORT, CONN.

GRAND PRIZES
PARIS 1900.
ST. LOUIS, 1904.
MILAN, 1906.



COLUMBIA GRAFONOLAS COLUMBIA GRAPHOPHONES COLUMBIA HORNLESS GRAPHOPHONES COLUMBIA DOUBLE-DISC RECORDS

*find out where
we can buy one*
The National Phonograph Company,
Orange, N. J.

WOOLWORTH BUILDING

New York

November 28th, 1913

Mr. Easton

Dear Sirs:-

Attached hereto please find letter addressed to Mr. Easton from the Smithsonian Institute of Washington. The letter was forwarded to Mr. Easton as he was out of town and he returns it this morning asking that we forward it to you, it being his opinion that it is in response to some correspondence previously had by your Company.

Yours very truly,

Geo. W. Lyle
General Manager

(enc)

Mr. Easton
Phon. Inst. of Wash.
Mr. Edison

11/29
CHW

Mr. Edison
See my memo.
attached last.
Meadowcroft
Dec 1/13



[ATTACHMENT/ENCLOSURE]

SMITHSONIAN INSTITUTION
UNITED STATES NATIONAL MUSEUM
WASHINGTON, D. C.

OFFICE OF
ASSISTANT SECRETARY,
SMITHSONIAN INSTITUTION
IN CHARGE U. S. NATIONAL MUSEUM

November 21, 1913.

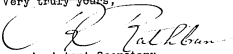
Mr. E. D. Easton,
President, The American Graphophone Co.,
Tribune Building, 154 Nassau St.,
New York City.

Dear Sir:

The National Museum is now rearranging in new cases its collection of talking machines, and desires to secure for exhibition in this connection one of the original Edison tin foil phonographs, which represents one of the very important steps in the art.

The matter of obtaining one of these machines for the National Museum, formed the subject of correspondence with you in 1899 and later, and the impression was then gained that after the return of one of these machines from the Paris Exposition, your Company might be willing to present it to the Museum. If this action still meets with your approval, I beg to assure you that the Museum will be very glad to receive it and to pay the transportation charges.

Very truly yours,


Assistant Secretary
in charge of National Museum.

[ATTACHMENT/ENCLOSURE]

Mr. Edison:

He evidently refers to the
tin-foil phonograph such as Bergmann
made. They are getting quite scarce.
I know where there was one for
sale a few years ago, but do not
know about it now. Would you
like to have me find out?

I would like to suggest that
you have Lohr make a duplicate
of the original model of the phonograph
and send that also to Smithsonian
Institution. It is here in the
Library.

Meadowcroft

Dec 1/13

Mr. L. C. McChesney:

Boyes see me about this
Nov. 29, 1913 *E*

I discussed the question of Disc record supplements with Mr. Edison, and he thought the first supplement should not contain more than 20 records, to be gotten out at the earliest possible moment, and that if the manufacture of records will permit, another list of the same quantity should be gotten out prior to January 1st. After January 1st he thinks we should settle down to a monthly list of 24 records, to be issued regularly.

I presume Mr. Dolbeer will obtain for you serial numbers of the 20 records to be listed in the first supplement, and work on the supplement should be pushed forward as rapidly as possible.

CHW/IWW

C. H. W.

(Copies to Messrs. Edison, Dolbeer and Maxwell)

37-10-

37-10
17-84

Mr. Carson

EXPENSES OF MILAN RECORDING DEPARTMENT

OCTOBER 1st to NOVEMBER 30th, 1913.

* * * * *

TOSI

al
Person Expenses Nov. 1st to 30th - thirty days
\$201.13 or \$6.70 per day

Hotel	\$171.09	
Theatre	15.80	
Livery & Streetcarfare	<u>13.24</u>	
		\$201.13

Tosi's Salary October & November (2 mos)	<u>560.00</u>
	\$761.13

RECORDING PLANT EXPENSES

Rent of Piano	3.60	
Electric Light & Gas	1.55	
Musical Papers	3.05	
Cleaning Office	4.00	
Postage Stationery &c.	<u>19.61</u>	
		<u>31.81</u>

\$792.94

Rent of Recording Plant October & November (2 months)	<u>70.00</u>
	\$862.94
	=====

Note:-

Tosi did not render any account for personal expenses for month of October, and the Recording Plant Expenses cover a period of two months, viz: October and November.

GENERAL ELECTRIC COMPANY
PRINCIPAL OFFICE
SCHENECTADY, N. Y.

1913 Phon.
In Reply Refer to

SAN FRANCISCO OFFICE, RIALTO BUILDING

December 6, 1913.

PERSONAL & CONFIDENTIAL

Mr. Thomas A. Edison,
Orange, New Jersey,
Dear Sir:-

MEADOW CROFT.

We are going to make them next year. Have one on test - the 250, will have a need governor in a month

Being in the market for a Disc Phonograph I have recently investigated those of various manufacturers and am very much interested in your latest Disc Model as well as the "Columbia Grand"; the latter which is equipped with an electric motor. I am more satisfied with the tone of this governor held. The quality of the "Edison", yet the electric equipment is a very important feature and vastly superior, in my mind, over any mechanical motor I have yet seen on the market. *Speed for days at a time*

in comparison with such an electric equipment as is on the "Edison" Business Phonograph - there being no better than the electric variation in the speed, hence perfect reproduction. *We could put them on in 2*

Not so with the mechanical motor which must be wound for each reproduction sufficiently tight to avoid any change in the tempo of the music being reproduced and which is noticeably discordant if wound while playing. *or 3 weeks. Allowed you decide for it*

This seems to me an important feature and is a favorable talking point for the "Columbia Grand", yet judging from the success obtained with the electric equipment of the "Edison" Business Phonograph, I believe that the application of this equipment to the "Edison" 200-A or 300-A Disc Type would be a worthy improvement over the present motor.

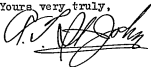
Folio. #2

GENERAL ELECTRIC COMPANY

As a prospective buyer I would like to know if I could obtain your new disc type 200-A or 250 with the electric equipment and what would be the best delivery on same, or if it is possible to have this change made by one of your western agents.

Thanking you in advance for any attention you give this matter, I am,

Yours very truly,

A handwritten signature in dark ink, appearing to read "C. P. Johnson", written over a horizontal line.

RTStJ:T
phono.

Frederick
Russell Small,
Assistant Secretary,
George W. Lafferty,
Samuel H. Gray,
John D. Cronin.
Assistant,
John R. Cronin.

House of Representatives U. S.
Office of Official Reporters of Debates,
Washington, D. C.

December 8, 1913.

Thomas A. Edison, Incorporated,
(Dictating Machine Department),
Orange, N. J.

Gentlemen:

In reply to your inquiry we take pleasure in stating that the Edison Dictating Machines have been in continuous use in this office for eight years and have been and are satisfactory in every way. During the past year Congress has been in continuous session, one session following another with no intermission. We go into the winter's work with all the old machines in use, in perfect repair, and without any trouble of any kind. No dictation machine could do better work than these machines are doing.

Very sincerely,

*A record for
service
Edison*

Frederick Russell Small
Alpheus
Gray
John D. Cronin

} Official
Reporters of
Debates
United States
House of
Representatives

SMITHSONIAN INSTITUTION
UNITED STATES NATIONAL MUSEUM
WASHINGTON, D. C.

D
1913

Phon.-
Original

OFFICE OF
ASSISTANT SECRETARY,
SMITHSONIAN INSTITUTION
IN CHARGE U. S. NATIONAL MUSEUM

December 9, 1913.

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Sir:

Referring to your Assistant's letter of December 3, acknowledging the receipt from Mr. E. D. Easton of my letter to him dated November 21, in regard to securing for the National Museum one of the original Edison tin foil phonographs, I note with much pleasure that you will endeavor to find one of these instruments and forward it to the Museum. In this connection, it occurs to me to say that your first phonograph, which was exhibited in the Smithsonian Institution before the National Academy of Sciences, and was also shown to President and Mrs. Hayes at the White House, would be especially acceptable as illustrating the very beginning of the art of recording and reproducing articulate speech.

Assuring you that anything you can do for the Museum in this matter will be deeply appreciated,
I am

Very truly yours,

C. R. Rathbun

Assistant Secretary
in charge of National Museum.

W.

C12-10-1913

MEADOW CROFT.

P
1913 Phon.

Say we have just started and
could not be expected to
have all at once ~~we are~~
~~at hand to understand~~
~~you~~ ~~the~~ We have
engaged for more of the
best ~~best~~ talent than
the Victor but it will
take time to bring them
out. If you will listen
to the Victor alongside of
the new Diamond Disc
you will realize at once
that that true music & tones
are absent from the Victor
It does not produce the
tone colors or overtones
& no judgment as to the
quality or timbre of a
singer's voice is possible

PIANOS
EDISON PHONOGRAPHS

D
1913

Phon.
VICTOR TALKING MACHINES
EDISON HOME KINETOGRAPHS

THOMAS WARDELL

BRADLEY BUILDING
171 CENTRAL STREET

Thomas A. Edison.

Orange, N. J.

Dear Sir:-

The Washington Club of this City, after the most strenuous contest, between the Diamond Disc, the Victor and The Columbia, that the writer has ever seen, decided by 75% to purchase a Diamond Disc from the undesignated. This contest was bitterly fought, by the Victor people, thru Street & Sons Co of this City, they having no less than 3 men present. After playing 3 pictures the results were as above stated. Now, Mr. Edison, this is a very influential Club in this City, and if you could send a letter to Mr. Thomas Costello c/o of the club, with your signature, assuring them that in the future, the artists engaged to make records for the Edison Phonograph will be fully equal to those engaged by any other company. and thanking Mr. Costello for his interest, (he having originated and engineered the whole scheme) I am sure that such a letter would be esteemed very highly by the members of the Club. Also that the letter would be framed, hung on the walls and prized by the Club during it's existence.

Hoping that you will find time to grant this favor, I am

Yours very Respectfully,

Thomas Wardell

I might add that Mr Costello has already purchased 2 Edison Diamond Discs one for his own personal use and one for his sister.



Mr. Thomas Costello
Washington Club
Lowell
Mass

D
1913 Phon.

December 19th, 1913.

My dear Mr. Edison:

Our business manager informs me that the enclosed advertisement announcing the culmination of your work in connection with the phonograph does not appear in the Evening Journal. I know that you probably have little to do with these details, but I hope that on account of the phonograph, as well as on our own account, the advertisement will be published in the Evening Journal.

Our circulation, as shown in the report made to the government by the various newspapers, is ^{approximately} double that of any other morning or evening daily newspaper in New York City. The circulation of the Evening World as stated to the government is 385,073 and that of the Evening Journal is 715,860.

The owners of the Victrola spend more money advertising in the Evening Journal than in any newspaper in New York.

I am sorry to see the announcement of your work out of our newspapers. And I hope that you will believe that it is not merely the amount of money involved.

I am about to start for Chicago, taking one of your Business phonographs with me -- one of ten of them that I own. In spite of your prediction to the contrary, I find that I can use it perfectly on the train. I put the phonograph on an ordinary sleeping car pillow on a table. And on the 20th century trip between New York and Chicago I am able to dictate enough to keep two people

--2--

writing for two days afterwards.

I hope that your health is entirely restored, and that
you will at least diminish the excess of work that you have been doing.
Best wishes for the New Year.

Yours sincerely,

A. B. Brisbane

Thomas A. Edison, Esq.,
Orange, N.J.

[ATTACHMENT/ENCLOSURE]

MEADOW CROFT.

Friend Brisbane I was told
that as the ^{new} instruments are quite
expensive and we have not as
yet got out the smaller ones
that we could use the money
to best advantage in the other
papers until we got out a
cheaper line. However
I will try & bring over people
througnd & put it in Journal,

~~As the instruments are quite expensive~~
709

The Perfection of the Phonograph as a real musical instrument

I should like the music lovers of New York to hear the instrument, in perfecting which I have spent the last three years.

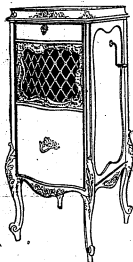
Thomas A Edison

TO those who love music this is a most important announcement. The world is full of music lovers and rich in music. But heretofore there has been no adequate means of supplying all of the world's music to all of the world's music lovers.

There is a new musical instrument—Mr. Edison's latest invention—which has practically no limitations. It is the

Edison Diamond Disc Phonograph

It is easy to make impressive claims in an advertisement and it has been done so many times that we probably cannot better emphasize the difference between the Edison Diamond Disc Phonograph and familiar types of talking machines, than to refrain from making any claims at all. We shall be content with your decision after you have heard this new instrument. We want you to hear it and take with you some musician. You can hear a recital at any of the places named below or, if you prefer it, a demonstration at the Edison display rooms, No. 10 Fifth Avenue.



Thomas A Edison
INCORPORATED
Lakeside Ave., Orange, N. J.

Below is a List of Edison Diamond Disc Phonograph Dealers in New York and Brooklyn

NEW YORK

Hasbrouck, Peck & Co., 43 Fifth Ave.
Tanner, Mills & Company, 330 Broadway
Kaufmann, 16 Grand St. (Union Terminal Bldg.)
Kaufmann Bros., 17 East 14th St.
McGraw-Hill, 1125 Fifth Ave.
George Brumner, 77 East 12th St.
J. B. Rose, 180 Broadway (6th Fl.)
F. W. Hall, 155 Third Ave.
S. L. Lewis, 316 East 9th St.
Cant Sales Co., 330 Sixth Ave.

BROOKLYN

Hasbrouck, Peck & Co., 124 Fifth St.
B. Gray Warner, 123 Bedford Ave.
Nathan Smith, 17 Flatbush Ave.
Chas. C. Roswell, 93 Flatbush Ave.
Charles Chandler, 136 Grandview Ave.
E. Edick, 690 Third Ave.
Geo. S. Utter, 117 Court St.
Crescent Phonograph Co., 237 Washington St.
T. H. Casey, 254 Myrtle Ave.

[ATTACHMENT(ENCLOSURE)]

205
Dec. 24, 1913

Mr. G. H. Baldwin:

In accordance with instructions from Mr. Edison, please note that the Blue Amberol Record stock of approximately 388,000 records, that were discarded from regular stock on account of being manufactured with water dye, is to be gradually shipped out on orders on a 2% basis. By this I mean that on any order that you receive, calling for Blue Amberol records, if you have the selections in the water dyed discard stock, you may substitute the water dye records to the extent of 2% on selections orders which are in the discard stock.

HTL:BB:

H. T. Leeming

Copies to Messrs. Edison, Wilson

Records are pretty good
we once put a lot out years
ago, we may have some.
Concordia College, N.Y., 1913
Thomas C. Brown
Dear Sir, We have an excellent player
here in N.Y. - Many thanks
for sending me
package of records on
two minute records on
parcel post. This music
was played onto the records
by an accordion
I've been urged both here
and in Canada to play a few
records and send to you,
saying that you might be
interested in the music
My neighbors who have
the phonographs are
continually wanting me
to play in records for them
so I allowed to do it. My

want me to make records
and sell to them when I
do not want to play
into their own machines
We've got several smaller
instruments but cannot
make them sound good
in the phonograph.

Excuse me if I am of any
sort of trouble to you or
your assistants. I would
be greatly pleased if you
would let me know what
you think of them.

Sincerely Yours

Mr Gust Carlson

Quincy

R. V. Tibb

Mr. Leeming:

Dec. 29, 1913.

Mr. Edison on Saturday, the 27th inst., consented to our adapting the Fireside mechanism to the Amberola X phonograph, and said he would pass the sample which was submitted to him for test within the next day or two.

This change should be made as soon as possible, but before going ahead with it I wish you would let me know how many of the present style-- that is, with the Gem mechanisms-- are still due on manufacturing order; how many we will still have to build in order to use up parts on hand; and, at the rate they are now coming through, how long it will take before we can start in with the new ones.

The question of when we should start and how the change shall be ~~passed~~ so far as notifying the trade is concerned should then be taken up with the Amusement Committee.

CHW/IWW

C. H. W.

(Copies to Messrs. Edison, Maxwell, Ireton, Dolbeer, Redfearn)

Bitte beachten die America. Verlegt durch den Verleger in New York. No. 5000.		Deutsches Journal		Nummer 1 „Deutsches“ und in jeder Ausgabe		
Neue Zeit. Dienstag, den 29. October 1913.						
Die einge	Gerold's Verlag 240 West 2nd St. New York	1000 10th Ave. N.Y. 1000 10th Ave. N.Y. 1000 10th Ave. N.Y.	Hauptred. für die 8 New York Magazine (Deutsch)	G. M. Perkins mithend	Geschäftsführer für Verleger und Schriftsteller (Deutsch)	Sam Ad

SPRUCE & WILLIAM STS..

NEW YORK, December 30, 1913.

Mr. Thomas A. Edison,
Lakeside Ave.,
Orange, N.J.

My dear Sir:-

Owing to the absence of our President,
Mr. Theodor Sutro, who is at present in Europe interest-
ing the Germans in the San Francisco Exposition, I am
writing you along the lines I am sure he would wish to
write you, were he here.

In last Saturday's Staats Zeitung there
appeared a large announcement of your latest improve-
ment in phonographs, in which you said:

"I should like the music lovers of New York
to hear the instrument in perfecting which I have spent
the last three years."

Thomas A. Edison.

"This announcement is certainly of interest
to the great majority of our readers, practically all of
whom are music lovers, but the announcement of this in the
Staats Zeitung will never reach them. Assuming that since
you signed the advertisement yourself, you are interested
in the publication of this notice, permit me to set you right
regarding the comparative standing of the German papers in
this city.

The New York German Journal is the youngest
of the German papers, being only a little over twenty years
of age, but it has a net paid circulation many thousands in
excess of any other German newspaper, not only in New York,
but in the whole United States. It may not be as well known
to you as the Staats Zeitung, because in its day the Staats
Zeitung was the leading newspaper, but that day has long since
past.

If you seriously wish to interest the music
loving Germans in your new invention, permit me to offer you
herewith two pieces of documentary evidence. First, copies
of the sworn statements by the publishers of all the New York

Mr. Thomas A. Edison, (2)

newspapers giving the average number of their net paid subscribers. Second, a clipping from the German Journal showing the large number of dealers in phonographs who have investigated for themselves and found which is the most read German newspaper of today.

Although a much younger man than yourself I can remember the time when both the incandescent lamp and your phonograph were simply "novelties". Advertisers are very much like other people in that it takes them a long time to discover a medium after it has "arrived" and they are prone to use the stage coach even after a locomotive has been perfected, but it is only a question of time when all people have to realize which is the up-to-date article.

If you still wish to reach the majority of the Germans in New York, I would suggest that you ask your advertising department to make a critical analysis of current conditions in the German newspaper field, just as you analyze problems in physics and chemistry.

Very truly yours,

DEUTSCHES (German) JOURNAL.

H. H. Young
Manager.

GGY/K.

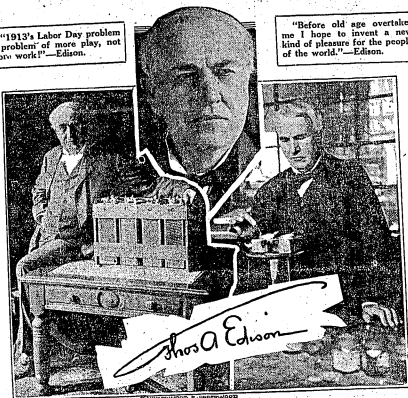
Encl.

PEOPLE WHO WORK MUST PLAY; TAXES SHOULD BE USED TO GIVE THEM RECREATION

—THOMAS A. EDISON

"1913's Labor Day problem is problem of more play, not more work!"—Edison.

"Before old age overtakes me I hope to invent a new kind of pleasure for the people of the world."—Edison.



Two new views of Edison at work in his laboratory and the latest portrait of him. Below is his signature given to Miss O'Reilly especially for the readers of The Daily News.

Famous Inventor Declares Labor Day Problem Is Providing People Amusement.

THINK FIRST OF THE POOR

BY MARY BOYLE O'REILLY

Orange, N. J.—I have just come from a visit with Thomas A. Edison—a visit to the greatest worker in all America that I might ask him what he thinks of Labor day.

The most famous man alive did not answer my question. He looked at me a moment and then laid his hand on my shoulder.

"Tell me," he said, "how did you cents an hour you earned last fall while investigating the New York 'conspiracy'?"

"When 'Mamie Riley' made thirty-cent fifty-cent, beat fifteen-cent a penny vote for the daily paper and the last nickel was spent at the mort-

"Good!" commented this wondrous inventor, on nervous hand carved into a sounding board behind the "ter on."

"That nickel was not wanted. Pleasure is as necessary as food. Never more so than now. Today the average man does not depend on health—he works on his nerves."

"Our Labor day problem now is not a problem of increasing the efficiency of, or even exclusively considering with satisfaction, the work of the world. Instead it is a problem of

increasing the efficiency and the quality of play in the world. An alert secretary, laden with papers, stood at attention. But Mr. Edison, absorbed in the matter in hand, neither saw nor heard.

Now recreation is recreation! Life Often Long Worry.

"I have come to think a good deal about that. From the day a man or woman gets his or her first job, life is often one long worry. Take the question of lodgings—high rents and overcrowding in run-down tenements—the living conditions that undermine health and lower earning capacity. These are all parts of one problem—a portion that must be solved. Some day it will be.

How? By cheaper construction. But I can not discuss that now.

"Today we must protect the underdog—think first for the poor—only afterwards for the rich. Assess property at its real value—above on the taxes—then money—spend it honestly for the general good on recreation."

"When I was a boy it was sacrilege to play ball on Sunday or to walk abroad to see the birds. Before these omissions, I hope to have some share in providing new pleasures, Sunday and otherwise for the people. Observe how I say 'have' we have no space, no energy for the old sports. Men and women who are overworked and badly fed need rest in their leisure. That is a good end in efficiency of play—not of work. Else the movie—that and the fact that the people perish."

they make the whole world as familiar as the village next door. Just wipe out differences. Our emigrants learn to know this country, their children acquire our customs all from the moving pictures. And all the while they are not only resting for tomorrow's strain but having fun.

This is an Electric Age. The picture was never heavier nor the grind harder. Now a workman's pleasure to be pleasured must be cheap. He can not afford more than 5 or 10 cents. Each year we are getting more pictures—the trolley, the change light, the nickel show. Before another year I hope to add good music cheap, so that almost everyone may have clean that almost everyone may have in their houses.

"We have got the 'licker out of the biograph and the scrape-scraper out of the phonograph. You see how shelves of records? How many? Several thousand. Probably I have named every well-known voice in America and Europe and studied the record by way of preparation. To be 'lance'! Well, perhaps. But then you know science is only concentration and long patience."

"Every day we are getting the new movie better—more beautiful. We are trying to get it cheaper. But there we are handicapped. The people are using like lawyers, overvalue their services. Still we will keep it up till we succeed. The people who must play. Labor day must now be devoted to thoughts of enlarging the efficiency of play—not of work. Else the movie—that and the fact that the people perish."

CHILDREN'S TALES

SHADOW MARCH

BY ROBERT LOUIS STEVENSON

3 FREAK INVENTIONS
ALL LOOT THINGS GET

1913

Phonograph - Record -
Name: "Edison"

X Scrapping have been using
new stop for some
time. Old parts were
new until tools were
new were ready
for ~~scrapping~~

As we putting on all

the larger discs the

New automatic stop

that was the understand
~~as~~ as the old one is an
absolute failure - I want
to know this as Hutchinson
man is rewriting the instruction
sheet going with discs
please let me know all
once



Who is ~~now~~ rewriting the
instructions for Disc machine

Say to him that I informed
Hutchinson about keeping
the old auto stop as we
want the new auto stop,
& to see Deeming about it



Halfon

Wilson -

See me before any
advertising agencies
are arranged or
decided
L. H. Brown

[PHOTOCOPY]

Berlin

Re: ~~Re:~~

Fredrikstrasse #10 expires March 31, 1915, annual
rental \$2800.00

Spandauer St #65 expires March 31, 1913, annual rental
700.00 per year (six months - 11 months) received
Sept.

OK

Keep Fredrikstrasse -
+ give up Spandauer at end of the ^{Legal} time

Just price Blue Ambrosal 2 marks -

The Dictating Business thought ~~was~~
is to be abandoned and if possible
some concern obtained who will
take over the stock & continue the
business. We giving them Exclusive
+ ship direct to them.
To prevent us from selling to others
we primary + hold the license over
they must buy not less than -
6 machines per week if they buy
less they lose the exclusive
but can still buy machine
from us -

[PHOTOCOPY]

1
We desire to go out of the
business of selling phonographs
from Berlin & desire to deal
with European customers
direct from the factory -
getting rid of the stocks of
machines now on hand in
Berlin as fast as possible
those which cannot be
filled from Berlin is to be
obtained from London or
Paris, and the balance of
orders shipped direct to
the customer from America
until all the stock in
London Paris & Berlin is
closed out. While this
is being done, the payroll
as far as it relates to the

2
Phono is to be reduced
until finally there is
no payroll connected
with the Phonograph business
except the special arrangement
for obtaining concerns to
handle the new disc by
direct shipment from
America -

~~My~~ My idea of the
manner of handling the disc
is getting good houses to
establish business relations
with us in America - I
think Mr Graf will personally
negotiate with the better
class of concerns, having
a good demonstrating man

[PHOTOCOPY]

3

Go in advance on his visit
+ who can be at hand to
give demonstrations of the
new Machine & Records
to the parties who he deems
shall take hold of it,
So arranging matters in
Each City that in a city
like Dresden he will
get 2 or 3 dealers of
rather a high class one of
which will set as a
factor for the surrounding
towns near Dresden -

4

Regarding the Small
Home Kinetoscope -

I will be willing that
Mr. Graf shall go ahead
+ bring together a
syndicate to handle
the small machine for
moving picture theatres
in Germany, which syndicate
is to operate upon precisely
the same plan as the
moving picture business
is operated in America
to rent films + machines
at such a price that it will
induce small people to
enter the business generally
in the smaller towns where

[PHOTOCOPY]

5

now there are no moving
picture theatres as well
as in the larger cities
in the working men districts

If a reliable syndicate
with sufficient capital
is formed with certain
precautions as to prevent
stock promoting & guarantees
are attained I will
make an exclusive contract
with it to furnish machines
& a regular supply of
films at a price which
will be ^{just} the Reg. Mfg profit
as a small additional bonus
as a return for the labor &
capital sunk in Experimenting

Paris

Go out of the Phonograph business in
France get rid of the stock by
mutual exchange between London
& Berlin as described under
Berlin notes - Reduce the
payroll to a minimum to
handle the film business

As a special exemption of
from going out of the phone
biz we will continue to
ship ~~phonographs~~ for Dictating Phones
for one year to permit chance
to try & get back some of our
loss. he has made us try
to introduce this type of
machine

Last 6 months 162,000 Machines shipped
6750 per week.

719 men on Machines - 93 Machines per man
2538 " Cabint 2.66 Cabint "
429 " Records 70 Records daily "

@ 378 office lab - 8% of Total -

450 Daily #75 Type
450 " 100 "
325 " 15 + 25 Type -
1225 - daily -

Thoroughbred Two-step-

Edison Military Band-

Very Common, simple,

Two little Bullfinches-

Starling Quet

Not a good duet, but fair

Over the water lily-

Edison Military Band

on disc rejected for poor performance

Common

American Eagle Band-

Edison Military Band

Dolls on Disc ✓

AN OUTLINE OF FACTS PERTAINING TO THE TALKING MACHINE INDUSTRY.

The peculiar vicious local competition met with by some Victor dealers may make these few facts of some interest to you in off-getting the ridiculous statements of competitors, who depend for sales entirely upon the ignorance of the public rather than the merit of their goods.

1st step: The first registering of sound was done by Leon Scott, in 1855, when he stretched a membrane over the end of a tube attached to an open ellipsoid receiving cavity. To this membrane he attached a bristle and so fixed it that the bristle would brush against a sheet of lamp-black paper wound around a horizontal cylinder. When the cylinder was revolved and anything spoken into the receiving tube, the bristle, described a zig-zag wave upon the lamp-black paper. This machine Scott called the "Phonautograph", and as such it was known to the scientific world.

2nd step: Twenty-two years after (1857) Thomas A. Edison, substituting tinfoil for the lamp-black paper and a rigid point for the bristle, did the same thing, with this difference: that the vibrations instead of being traced upon lamp-black paper, were indented into the tin-foil and when the blunt stylus was rubbed over these indentations, it caused the sound to be repeated. A few repetitions and the sound waves were erased so that it remained merely an interesting toy for years. This was known as the Phonograph.

3rd step: In 1886 Bell and Tainter made this toy practical by cutting a wave of uneven depth into wax, and instead of a temporary record of sound, it was possible to have a permanent record of sound. This was called the Graphophone.

4th step: In 1888 Berliner first showed to scientists the machine which he called the Gramophone, in which the record groove was a zig-zag line cut from the side and not up and down as in previous machines. The groove was of even depth and the sound waves were on the sides of the groove, not upon the bottom of the groove. In this machine, the sound box was fed along by the groove of the record instead of a feed screw, as used in the Phonograph and Graphophone.

The difficulty of making a hill and dale or up and down groove, such as used in the Graphophone or Phonograph, is very great. The vibrations must cause the horizontal diaphragm to drive the recording point down into the solid wax each time and then disengage itself for the next vibration. Now realizing that the human voice ranges from 50 vibrations per second in deep bass tones to 1600 vibrations per second in high soprano tones, you can see how free the recording point must work and that it cannot succeed in working freely when burying itself by being driven into wax each time while dragging through.

Now take the Berliner idea, or Gramophone Victor, and we have a groove of even depth and no up and down vibrations. We have a vertical diaphragm, to which is attached a delicate pen and this instead of being driven down into the wax, writes upon it in a groove about 1/300 of an inch or less, exactly as you would write upon paper. The whole compass of a human voice, over five octaves, is thus written easily and the range of sound compass is much greater than voice is capable of.

On a cylinder machine, you must carve into the surface of a series of hills and valleys and in the disc, you write a fine line from side to side, with a sharpened pen. Does carving or writing require more power? In other words, which is the more sensitive, a hammer and chisel driving in impressions or a fine steel pen writing them.

Is it easier to plow or harrow?
Is it easier to shovel or rake on the surface?

Briefly, the Victor Gramophone, writes its impressions upon wax from which are made metallic masters. From duplicates of these, the records are pressed.

For reproducing these, a rounded pen (the needle) is used. This needle is always in contact with the waves on the side and the point of the needle is resting in the bottom of the even groove and does not come in contact with the sound-waves to wear it down. Being always in the groove, it cannot miss a vibration. Such is the reproduction on the Victor and that is why there is no missing of delicate waves, or blasting upon a sudden, or rapid increase in vibration.

For reproducing a cylinder or Edison disc record (which is merely a flattened out cylinder) a heavy weight must be used to keep the reproducing point from jumping from the top of one hill over the valley to the top, of another hill and thereby missing some of the sound-waves entirely. This means that we must have enough weight to keep that point down when the record is flying around at the rate of thirteen inches a second. Something must wear and that something is the record. So you have not alone the impossibility of recording a voice with very high notes or sudden jumps of an octave or more, but you have a heavy wear upon the waves upon which this heavily weighted reproducer point must rest. You know upon these machines, the point rests actually upon the waves and rubs over them. Just to the contrary, in the Victor Disc out, the point runs between the waves and only the sides of the needle touch the waves, so no weight is upon these delicate impressions. On the other hand, the point upon the Phonograph is rubbing over the sound-waves and the entire weight of the reproducer rests upon this point. No further statements should be necessary to convince any human being with good common sense as to which method is scientifically and practically correct.

Now take the actual results. No tone is too deep for the Victor, and the highest notes and wonderful vocal ranges of the voices of Tetrassini or others are reproduced without even coming anywhere near the limit of range of the machine. Formerly a high soprano was considered an impossibility. Look at the catalog of the most wonderful sopranos in the world and listen to those songs which, through wide range of voice, tax a machine to the utmost. That alone would suffice. Did you ever hear anything in a cylinder or in the flattened out cylinder (so-called new disc) which sounded at all human on the high notes?

From 1886 to 1901, cylinder records were made by first recording a master and from this master making duplicates upon blanks by mechanical tracing or duplicating machines. During 1901 the so-called moulded record appeared. These were produced by plating the master and then pouring wax into the metallic moulds thus made.

This plating, thus making the cylinder mould, was similar to making the disc matrices used for pressing, i.e., utilising the idea.

In July, 1902 the Lambert Record Company of Chicago produced a cylinder record made of celluloid instead of wax. This they made for some years with only fair success. After they stopped, the idea was used by The Indestructible Record Company and afterwards by the Columbia Company.

The Columbia Co. finally discarded the cylinder business entirely. The United States Phonograph Co. also used this celluloid record for some years and still use it.

Finally we have it appearing as Mr. Edison's latest invention, when the original patent was issued to the Lambert Company July 26th, 1902. The diamond point used instead of the sapphire point is an old idea also, having been used by the Columbia Company in past years. The interesting point is that this so-called new Edison invention is the celluloid record patented by the Lambert Company ten years ago and now being made by Mr. Philpot for the Edison Company at the Edison Works. Mr. Philpot is the same man who made them for the Lambert Co. in 1902.

The changes in the Phonograph machine since 1888 have been minor changes in diaphragm and the grooving of the records to two hundred to the inch instead of one hundred to the inch, or a four minute instead of a two minute record. The moulding process replaced the duplicating process twelve years ago.

Now take the Victor and from the crude little Berliner machine of only fifteen years ago, what happened? The little seven inch records were replaced by the ten and twelve inch records. The present delectable soundbox evolved from the crude old box of the early days. The taper arm machine replaced the old straight arm machine. Then followed the enclosed horn or Victrola types of machines. From the cheaper singers of early days to the wonderful library of best artists this whole world affords. From benches and halls, where machines were shown as interesting toys or curiosities, to the modern musical instrument with a province as vast as the realm of sound, and which now ornaments the greatest homes in our land. The Victor has pioneered the way and is now in a class by itself with the others sincerely flattering it by imitating it as far as the patent law will permit.

Today the cylinder business is done and cannot be revived by the launching of celluloid records patented over ten years ago and which has been discarded by its former users. Now cylinder machines are not selling and the users of this type of machine are getting fewer and fewer. The old harpsichord gave way to the piano, the old fashioned horse and carriage gave place to the automobile, horse ears to electric. So it has been in the talking machine business. The Victor through sheer merit of goods, which merits were properly advertised to the public, has replaced the obsolete cylinder machine which, due alone to the highly honored name of EDISON, existed as long as it did.

The so-called new Edison disc, is merely a cylinder up and down cut record, made upon a flat surface. The principle is identically the same as in the cylinder machines, as is also the reproducer. Greater weight is necessary to keep the point from jumping from one hill to the other owing to the greater distance to be travelled in the same time of the single revolution than is the case on the cylinder record. This means shorter life to the record. It has all the old defects of the old cylinder machine and the disadvantages of carrying the additional weight, thus inducing greater wear. The machine is also only in appearance and is not built along the accepted disc principle upon which the Victor merit has been established. To a certain portion of the public, it will be misleading, but when the fact is explained that the popularity of the Victor has so firmly been established and the scientific principle of lateral sound-waves has so emphatically triumphed, that the manufacturers of the cylinder product are finally forced to flatten their cylinder records and to imitate the Victor as far as possible, there should be little trouble in saving the public from the confusion this imitation may cause. Still a mere experiment, it can be confused with the Victor, only by being disc in form as a comparison in tone, range and other musical qualities will leave the Victor standing alone as the incomparable musical instrument so laboriously evolved from the scientific principle of delicate lateral recording first shown by Berliner, twenty-five years ago.

Tape to Replace Disks as Phonograph Records

SUBSTITUTION of tape-like that of a Stock Exchange news "ticker" for the old disk and cylindrical forms of phonographic records, is a striking change that may soon be found in the talking machines.

There will not be a great difference in form between the moving picture reel and the new record, except that the phonograph tape is to have a width of only about one-fourth of an inch. Celluloid, just as in the film, will probably be used, as the experiments to date with this substance are described by H. J. D. Larsson of London as highly satisfactory.

With the removal of restriction on prolonging phonographic records, the possibilities that open up become at once apparent. The promise is made that an entire evening's opera, or two or three hours will be as easily reproduced as a two-minute brass band march. An entire speech or a diver-

sed concert or other programme can be given.

No Restrictions on Time.

The ordinary record lasts only about two minutes; one of the great objections to phonographs has been the necessity of frequent interruptions for rewinding and inserting fresh disks or cylinders. By the new method this obstacle to enjoyment of the selections rendered will no longer exist.

The only partially successful attempts to meet this objection by the disk manufacturers have been to increase the diameter of disk and length of cylinders. Even by this lengthening, four minutes of duration has been the maximum, and that only in the most expensive records. The most famous and most elaborate instrumental and vocal compositions have, for this reason, been beyond phonographic reproduction.

Using more than one record has been another expedient resorted to. The shortcomings of this method, however, is easily seen. Even thus the great opera stars, singing for the great phonograph houses, hurry the scene in almost all instances in order to get them up one record, frequently curtailing the most enjoyable portions and disappointing the practiced ear.

Six Records on One Tape.

Records possessing the quality of terminable identity as to length, the tape form presents another strong feature. A reel of the width suited can accommodate a half dozen records or grooves as easily as one. These may be separate reproductions of voices or they may be records of voices with or without accompaniment, single instrument, or they all may be instrumental.

Thus each member of a quartet, for

instance, can sing into a separate horn, making a separate line for himself on the tape, the lines or grooves appearing side by side. In reproducing the selection, each part would have a separate needle leading either to a separate horn or a single horn with the rest.

The experimenters declare that much more of the detail in the voices and instruments is preserved than when one needle is depended on to reproduce all the sounds.

Up to this point there has been no attempt at error in the experiments, but beyond this the inventors are mum.

A new needle—one that will not require replacing as the present needles do—and a new projector are two discoveries not yet patented, and therefore are kept closely guarded. That some improvement on the old needle, which wears down in a short time, must be evolved, is clear, or a long record would be useless.

(1913)

Edison General File Series
1913. Phonograph - General (E-13-65)
Thomas A. Edison, Inc. Committee Minutes

D. "Phon. Manuf."
H. B.
THOMAS & WILSON, Incorporated

The Editor
H. F. MILLER

**Minutes of the Second Meeting of the
Amusement Phonograph Department Committee
Held January 3rd, 1913
at 10:00 A.M.
In the Executive Committee Room**

Present: Messrs. Mehr, Stevens, McChesney, Ireton, Hird, Dolbeer,
and Maxwell.

*look out about big shop
order for Home shaving
machines not about a
regular assembly
production order
that is a new
increase of
demand the
big committee*

Decided to get estimate on sectional booth for phonograph demonstrations in exposition halls.

Decided Committee will consider proposed shop orders and make its recommendations in respect thereof for information of Vice President and General Manager and Manufacturing Committee.

Scrapping of Two Minute and Wax Amberol carton labels discussed. Decided to keep 100,000 Two Minute and 250,000 Amberol labels.

Mr. Dolbeer mentioned expected visit from official of Panama-Pacific Exposition. Opinion of Committee that all departments should and probably would desire to exhibit, and that Mr. Dolbeer should accordingly get all full information as possible for the benefit of all departments.

Committee recommends to Vice President and General Manager the consideration of two additional models of concealed horn cylinder machine to sell at \$40 and \$25 respectively,

Committee requests report from Manufacturing Department on Disc models A-80 and A-60.

Committee requests Mr. Hird to submit recommendation for shop order on Home Shaving machines.

DETAILS ON FOLLOWING PAGES.

Copies to all committee members
and Messrs. Edison & Wilson.

big committee
4/1/13
W. H. H.

Mr. Dolbeer submitted rough sketch prepared by Mr. Rheinhart of a booth capable of being used for phonograph demonstrations in exposition halls. The design of the booth contemplates its construction in sections so that it can be easily packed, shipped, set up and taken down in addition to accommodating itself to spaces of various sizes. After considerable discussion it was decided to get an approximate price on a booth of this character before giving the subject final consideration.

Mr. Hird inquired whether the consideration of shop orders is within the jurisdiction of this Committee. Mr. Dolbeer thought that the Sales Department should be consulted about such matters. Mr. Maxwell thought that the attitude of the Sales Department in respect of shop orders and factory schedules might very probably be expressed by the Committee. It was decided that Mr. Hird, after collecting such data as he must necessarily have to form an opinion, will submit his recommendation to the Committee and the Committee will then indicate its opinion for the information of the Vice President and General Manager and the Manufacturing Committee.

Mr. McChesney inquired what our future requirements are likely to be for carton side labels for the Wax Amberol, the Two Minute Standard and the French Standard records. He explained that he wanted to scrap such of these labels now on hand as are not going to be needed. Mr. Kehr thought that 100,000 of the Standard Two Minute labels and 250,000 of the Amberol labels would be ample for our future needs. He said that all Two Minute French labels might be destroyed as we are now packing all foreign Two Minute records in British cartons.

Mr. Dolbeer stated that he was expecting an early visit from Mr. C. H. Green, chief of the manufacturers' division of the Panama Pacific Exposition which is to occur in San Francisco in 1915. Mr. Dolbeer, in advance of his meeting with Mr. Green, desired to learn the opinion of the Committee as to the desirability and probability of an Edison exhibit at this exposition. It was the unanimous opinion of the Committee that such an exhibit should and very probably would be made. The Committee thought it probable that every department of this company would desire to be represented at this exposition, and Mr. Dolbeer will accordingly bear this in mind in his conference with Mr. Green and endeavor to get as much information as possible for the benefit of all departments.

Mr. Ireton stated that he deems it of the utmost importance that we make arrangements without further delay to furnish two additional types of concealed horn cylinder machine to sell, say at \$40 and \$25 respectively. Mr. Dolbeer agreed with Mr. Ireton. Mr. Ireton pointed out that if a decision to do this were reached immediately, it would be all we could do to get ready to make deliveries by September 1st. It was decided by the Committee that it would be recommended to the Vice President and General Manager that this matter be given immediate and careful consideration. The Committee would like to have some information on this, if possible, at its next meeting a week hence.

-2-

Mr. Delbeer stated that he would like to have a definite report from the Manufacturing Department on Disc models A-50 and A-50 showing what progress has been made in their manufacture and how soon we may expect to be able to supply the goods in quantities. It was decided that the Committee would request such a report from the Manufacturing Department, also a report as to the manufacturing and other difficulties experienced with model A-50.

Mr. Delbeer submitted the following report on Home Shaving Machines:

Date: December 30th, 1912.

On Shop Order - - - - -	724
On Unfilled Shipping Orders - - - - -	598
Total Shipments - - - - -	2146
Total Orders Received - - - - -	2744

James B. Smith
 Mr. Hird reported that the remodeled Shaving Machine is giving excellent satisfaction. It was the opinion of the Committee that the outfit deserved considerable exploitation and the results obtained from the little we have already done are thought to encourage us to further effort along this line. Mr. Ireton suggested that we ought to catch up on our orders and accumulate some stock before we commence to push this proposition. Mr. Hird agreed with this and thought that a new shop order should be prepared and a manufacturing schedule established. Decided that Mr. Hird submit to the Committee his recommendation of what the shop order and schedule should be, and the Committee will then express its opinion for the information of the Vice President and General Manager.

Wm. Maxwell,

Chairman.

AH.

Mr. Edison *W. H. H. H.* *See me about No 60.* *Edison*

Minutes of the 3rd Meeting
of the
Amusement Phonograph Committee
Held January 10, 1915
at 10:00 A. M.
In the Executive Committee Room

Present: Messrs. Nehr, McChesney, Stevens, Hird, Irston, Wilson, Dolbeer and Maxwell. Mr. Goodwin also attended and Mr. Waterman was called in for consultation.

It was decided to omit Disc models A-60 and A-80 from the temporary catalog now being prepared.

It was decided to give, at the next meeting, further consideration to the fact that the motor in these models cannot be depended upon to play a 18" record entire without losing several r. p. m. Mr. Hird will at the next meeting report the probable loss entailed by a change in the motor equipment.

Mr. Hird submitted a recommendation for shop order on Home Shaving Machines. It was decided to recommend to the Vice President and General Manager that an order be placed for 3000 knives, to be delivered at the rate of 200 per week, and that a shop schedule of 200 complete Shaving Machines per week be established.

It was decided to discontinue the use of wax records for the special offer of ten records and a combination attachment, and substitute the Blue Amberol at the same price.

It was decided, after hearing a sample Amberol No. 6 cylinder machine, to recommend to the Vice President and General Manager that it be referred to the Engineering Department to see whether the noise made by the motor could not be reduced; also that the manufacture of this model be suspended until the Engineering Department has made a report.

Consideration of advertising postponed until next meeting because statistics desired by Mr. Maxwell from Mr. Bergren and the Advertising Department had not been completed.

It was decided that this company would not share the expense of any advertising done by dealers or make any advertising expenditures until a definite advertising policy had been adopted; also that a letter to this effect be sent to all traveling men.

DETAILS ON FOLLOWING PAGES.

Copies to all committee members
and Messrs. Edison, Wilson & Leeming.

As requested at the previous meeting, Mr. Hird submitted report on manufacturing conditions in respect of Disc models A-60 and A-80. The report follows:

A 60 DISC
PHONOGRAPH.

In assembling the A 60 Disc Phonograph it was found necessary to make a number of changes not provided for in the original drawings, to wit:-

First:- Turn Table Bracket. Casting changed to allow the shaft more bearing to prevent the rocking or tilting of the turn table when fitted on shaft.

Second:- The above change necessitated making a longer shaft.

Third:- The Sector Governing the feed was changed to allow a drop of $5/16"$.

Fourth:- The Lower Horn Bracket changed to allow adjustment of Sector as changed.

Fifth:- The Upper Horn Bracket changed to eliminate friction of lifting Cam.

Sixth:- Shaft in Horn lowered $1/32"$.

Seventh:- Door Latch on Grille fitted with an offset to facilitate removal of Grille.

The above changes have caused considerable delay in assembling.

Other troubles of a mechanical nature (which are usual in bringing through a new product) have also contributed to the delay in production of this model.

None of the assembled machines have as yet passed the final inspection, due principally to the fact that this machine will not play a 12" Record at 80 revolutions throughout, the speed at the end of the Record dropping 4 to 6 revolutions.

A test of the Model Main Spring [improved by the Laboratory - Mr. Harper] has been made and report shows that this spring loses power at the end of a 12" Record, the turntable

dropping 4 to 6 revolutions, which shows that the springs in stock are as good as the model.

The Inspection and Testing Departments should receive instructions from the Management to either approve or reject these springs.

"A 80" DISC PHONOGRAPH

The point regarding the spring used on the A 80 has a bearing on this type also, and until this question is decided no report on production can be made.

The Committee discussed at length the fact that the motor used in Model A-60 will not play through a twelve minute record without reducing the speed from four to six revolutions per minute.

Mr. Goodwin is of the opinion that this model should be equipped with a ten inch turn table and put out to play ten inch records only. It was Mr. Goodwin's opinion that the \$60 machine should be distinguished in some such manner from the higher priced models. Mr. McChesney disagreed with this view and contended that our Disc machines should be standardized as far as possible. Mr. Dolbeer agreed with Mr. McChesney. The Committee was unanimously of the opinion that models A-60 and A-80 should be equipped to play both ten and twelve inch records.

Mr. Maxwell expressed the opinion that models A-60 and A-80 ought not to be included in the Disc catalog now in course of preparation, as it is only a temporary catalog. If these models should be ready to be delivered in quantities before the present edition of this catalog is exhausted, an inexpensive supplement covering the two machines could be issued. Mr. McChesney agreed with this. Mr. Dolbeer moved that we omit models A-60 and A-80 from the catalog we are now preparing, as there is very little prospect of having them ready before the present catalog edition is exhausted. He also moved that the question of supplying a different motor for these models be brought to the attention of the Vice President and General Manager. Mr. Maxwell suggested that we first obtain some information concerning the loss involved in making a change of this character in order that we might be in a position to accompany our submission of the question with a recommendation. Mr. Dolbeer amended his motion accordingly and it was unanimously adopted. Mr. Hird will submit the necessary information at the next meeting of the Committee.

Mr. Hird, as requested at a previous meeting of this Committee, submitted a report on Home Shaving Machines and a recommendation for the next shop order as follows:

HOME SHAVING MACHINES

The first shop order of 3000 is nearly completed, there being 624 due from the Assembling Department.

Since we made the changes authorized by the Engineering Department we have had very little complaint regarding the failure of the user to operate them satisfactorily.

At present our output is 150 per week and with 578 unfilled orders on hand it will take four weeks from date to complete them. I recommend the issuing of a shop order for 8000 to be manufactured at the rate of 250 per week until a stock of 1000 has been accumulated over unfilled orders.

Mr. Hird stated that the orders at present are coming in at the rate of about seventy-five per week.

Mr. Maxwell inquired what outside purchases would have to be made to establish the proposed weekly schedule. Mr. Hird replied that the only thing we have to buy on the outside is the knife. Mr. Maxwell called attention to the fact that in the manufacture of Home Shaving Machines Mr. Edison preferred a weekly schedule capable of being expanded to meet our needs rather than a large shop order. After discussion it was decided that the Committee recommend to the Vice President and General Manager and the Manufacturing Committee the placing of an order for 3000 knives, to be taken in quantities of 200 per week, and that a shop schedule be established for the completion of 200 complete Home Shaving Machines per week.

Mr. Nehr referred to the special offer of the combination attachment and ten records. He stated that we still continue to supply wax records, and thought we ought to substitute Blue Amberol records. After considerable discussion it was decided to do this and discontinue supplying wax records. It was decided that the Blue Amberol records be supplied at the same special price as the wax records.

Mr. Hird submitted sample Amberola No. 6 cylinder machine as a sample of the commercial product, and called attention to the noisy motor. It was the unanimous opinion of the Committee that it was undesirable to put this machine on the market until further effort had been made to correct this difficulty. The Committee therefore recommends to the Vice President and General Manager that this model be referred to the Engineering Department to see whether the motor cannot be made less noisy. The Committee

further recommended that the manufacture of this model be suspended until the Engineering Department has made a report.

There being no further production matters to be considered, Messrs. Hird and Mehr were excused.

Mr. Maxwell stated that certain statistics from Mr. Berggren and the Advertising Department which are essential to a proper consideration of the question of advertising are not yet ready, and suggested that the consideration of this subject contemplated at this meeting be postponed until the next meeting of the Committee.

In order to furnish something to be reflected upon in the meantime, Mr. Maxwell read a general outline of what he thought our advertising policy should be and stated that he would submit such recommendation at the next meeting.

Mr. McChesney read a letter from our traveling man Scott recommending that we pay for certain advertising of the Disc Phonograph done by the Banger Sporting Goods Company in the Banger newspapers. After discussion it was the unanimous opinion of the Committee that this company should not share any advertising expense nor make any advertising expenditures of any character until definite advertising policy has been adopted, and that we should not share in any expense done by dealers unless it is in conformity with such policy and under our direction.

Mr. McChesney thought that a letter to this effect should be sent out to all traveling men and it is so decided.

Wm. Maxwell

Chairman.

Mr. Edison
Wilson - Do not proceed with advertising campaign without 9 approvals
Minutes of the Fourth Meeting
of the
Amusement Phonograph Committee
Held January 17, 1912
at 10:00 A. M.
In the Executive Committee Room.

Present: Messrs. Mohr, Stevens, McChesney, Hird, Ireton, Dolbeer and Maxwell. Mr. Wilson present part of the time. Mr. Goodwin also attended.

At the suggestion of Mr. Mohr it was decided to use the old carton for the special Blue Amberol records (put out with combination attachment) after a new restriction notice has been pasted upon it.

It was reported to the Committee by Mr. Hird that a Shaving Machine schedule has been put into effect in accordance with its recommendation; also that Disc Model A-60 has been passed by the Engineering Department.

Mr. Ireton expressed the hope that early action would be taken on the Committee's recommendation of two new types of concealed horn cylinder machine.

Mr. Hird submitted that model "L" reproducer could be supplied with school machine at a special price of \$3.50 list if put out on same basis as model "B". Decided to refer the matter back to Mr. Hird for recommendation of prices and discounts on complete recording outfit for school use.

On suggestion of Mr. Dolbeer, consideration of recommendation for manufacturing schedule on horn type cylinder machines was postponed for two weeks, in order that we may have a better idea of probable deliveries on Amberola V. before undertaking to estimate our future requirements for horn type machines.

After extended discussion of Mr. Goodwin's recommendation of territorial restrictions for jobbers, it was decided on suggestion of Mr. Dolbeer to defer final consideration until the next meeting a week hence.

Committee decided unanimously in favor of the name "Edison Disc Phonograph" for the disc machine and against any new name.

After consideration of Mr. Berggren's report it was decided to accept Mr. Maxwell's suggestion of dividing our advertising expenditure into four three month periods.

Commencing March 15, 1912 Decided that during the first period of three months we ought to spend \$25,000 per month on cylinder product. Further expenditures for subsequent periods to be determined in accordance with conditions then existing.

DETAILS ON FOLLOWING PAGES

Copies to all committee members and
Messrs. Edison, Wilson and Leeming

SECRET

Mr. Edison

WJ

Minutes of the Seventh Meeting
of the
Amusement Phonograph Committee
Held February 7, 1913
at 10:00 A.M.
In the Executive Committee Room.

Present: Messrs. Nehr, Stevens, Hird, McChesney, Ireton, Dalbeer
and Maxwell.

Instructions for adjusting earlier Disc
models to play 1/4 inch records read, approved and referred to
advertising department.

The Committee recommended to the Vice Pres.
& Gen. Mgr. additional manufacture of Disc cabinets in period
furniture models as follows:

Model "A-275"	100
" " "A-290"	100
" " "A-375"	100
" " "A-425"	50
" " "A-450"	50

Importance of ordering tin for additional
blue decorated horns commented upon.

Decided to stand half of expenditure of
\$368.80 made by Portland Sporting Goods Co. in advertising Disc,
such action, however, to establish no precedent.

Decided not to imprint Phonograph printed
matter for jobbers or dealers.

Decided to get out souvenir mailing card
showing Mr. Edison listening to Disc.

Mr. Edison's reasons for declining to do
any advertising of the cylinder product at present were read.

Decided that the monthly record bulletin
should have a permanent heading and Mr. McChesney will submit
designs.

Decided that monthly record supplement should
have a different cover each month.

Decided to withhold Home Recording campaign
for the present.

Reported that Crosby Co., Bangor, Me. has
repudiated the arrangement to take our Mr. Scott. Discussion of
the inadequacy of traveling force and consequent neglect of
territory. This subject to receive further consideration at next
meeting.

DETAILS ON FOLLOWING PAGES.

Mr. Maxwell read instructions prepared by the Engineering Department on how to adjust earlier models of the Disc Phonograph to play the new quarter inch records. He also submitted three photographs to accompany these instructions. The Committee approved the instructions and photographs and upon the suggestion of Mr. Dolbeer, recommended that 2500 copies of such instructions be printed. Copy and photographs were thereupon delivered to Mr. McChesney.

Mr. Hird submitted a recommendation for a manufacturing order in respect of the special Disc cabinets as follows:

"Subject: Cabinets for Disc Phonographs"

"Models A-450-425-375-290-275."

<u>Model</u>	<u>Finish</u>	<u>Initial Shop Order</u>	<u>Total Orders Received.</u>
A-450	Cir. Walnut, Louis XVI	50	22
425	" " " XV	50	19
375	Nahogany " XV	50	32
290	" Sheraton, Barquetry	50	46
275	" " Plain	50	26

"We cannot produce these cabinets under 90 days, consequently a shop order for a quantity of these cabinets should be considered at once."

"We have on hand rough lumber for these cabinets, but will have to purchase the veneer for the Circassian Walnut and Sheraton Barquetry. I recommend a shop order for -

100	A-275
100	A-290
100	A-375
50	A-425
50	A-450."

Mr. Maxwell inquired whether any of the special models have been used in demonstrations. Mr. Dolbeer stated that at a recent demonstration in New York City the 425 model was used and aroused a great deal of favorable comment. He stated it is his purpose to use the higher priced models at demonstrations to fashionable crowds. After discussion it was the opinion of the Committee that there would be a considerable demand for these special models, and the Committee recommends to the Vice Pres. & Gen. Mgr. that a manufacturing order be issued in accordance with Mr. Hird's recommendation.

Mr. Maxwell inquired whether a weekly schedule could be applied to the manufacture of these cabinets. Mr. Hird stated that it would be hardly practicable. Mr. Dolbeer suggested that

this was a matter which could be worked out by Mr. Wilson and Mr. Leeming.

Mr. Hird called attention to the fact that the Committee's recommendation at the last previous meeting in respect of a manufacturing order for 2000 blue decorated horns has not yet been acted upon. He stated that we are now down to 2500 of these horns and as it takes considerable time to get the tin, he believes prompt action should be taken.

Mr. Hird called attention to the report on cabinets which he prepared at the request of and delivered to the Vice Pres. & Gen. Mgr. This report shows the need of promptly anticipating our further requirements on certain cabinet models.

There being no further production matters, Messrs. Hird and Mehr were excused.

Mr. McChesney read letter from Portland Sporting Goods Co. remonstrating at the action of the Committee in refusing to share any part of the advertising expense incurred by Portland Sporting Goods Co. on the Disc Phonograph at the suggestion of our Mr. Scott. Mr. McChesney expressed the opinion that it would be unwise to antagonize the Portland Sporting Goods Co. too much. Mr. Dolbeer thought that in the circumstances it might be advisable to stand half of this particular bill - which is \$368.80... Mr. Iretan agreed with Mr. Dolbeer. Mr. Maxwell inquired whether Mr. Scott has been impressed that he must not do these things in the future, and Mr. Dolbeer stated that he has and that more will be said to him when he is next at the office, which will be within a day or so. (A letter to all phonograph traveling men on this subject is being prepared by the Phonograph Dept. - Chairman). After discussion it was decided that one half of the aforesaid bill be paid by the Company, with the understanding that it does not establish a precedent.

Mr. McChesney read letter from J. A. Foster & Co., Providence, demanding that their imprint be placed on phonograph printed matter sent them. Mr. McChesney wanted a ruling on this kind of proposition. Mr. Dolbeer stated that in no circumstances would he be in favor of imprinting phonograph printed matter for jobbers and dealers. The other members of the Committee agreed with this view and it was so decided.

Mr. Maxwell read the following statement of Mr. Edison's decision in respect of the Committee's recommendation that we commence advertising the Cylinder product on March 15th:

"With reference to advertising the Cylinder phonograph and records at the rate of \$1500 per month for a period of three months commencing March 15, 1913, as recommended by the Committee, Mr. Edison considers this inadvisable for the following reasons:"

"1st. Our production of Blue Amberol records is materially behind our orders and the production of the new types of concealed horn cylinder phonographs has not reached a point to justify any advertising expense on their account."

"2nd. There is no evidence that dealers need advertising to aid them in disposing of the Blue Amberol records they have purchased. On the contrary it appears that they already have a demand for more than we can supply with our present capacity."

"3rd. The manufacturing cost of the Blue Amberol records under present conditions is so great as to deter us from any expense in respect thereof that is not plainly necessary."

"Mr. Edison understands the theory of the Committee in recommending this expenditure, viz: that by the time the advertising can be commenced and its effect felt, there will be need for such stimulation of the cylinder business. While recognizing this as a plausible theory, he believes we should for the present be guided by the existing facts."

"A month hence, he is willing to reconsider the matter, if meanwhile, conditions have materially changed."

Mr. McChesney submitted copy of the photograph showing Mr. Edison listening to the Disc Phonograph, and suggested that a souvenir mailing card containing this illustration would probably be a good piece of printed matter. In this the Committee agreed.

Mr. McChesney inquired whether in the opinion of the Committee the heading of the monthly record bulletin should be changed each month or whether we should adopt a permanent form. After discussion it was the unanimous opinion of the Committee that a permanent heading is preferable. Mr. Dolbeer suggested that we incorporate the picture of Mr. Edison listening to an Amberola. Mr. McChesney stated he would see whether this idea could be worked out. He will submit various designs.

Mr. McChesney raised the same question concerning the monthly record supplement. Mr. Maxwell thought that the cover of the supplement should be different each month. Mr. Dolbeer was of the same opinion. After discussion the Committee so decided.

Mr. Maxwell inquired whether, in the opinion of the Committee, now is a good time to put forth further effort in

regard to the Home Recording idea. Mr. McChesney was inclined to believe that owing to the disturbed feeling on the part of the trade, we would better wait until conditions have readjusted themselves before taking up this subject. Mr. Dolbeer agreed with this and pointed out furthermore that changes are being made in our jobbing representation which have a bearing on the subject. It was decided therefore to withhold our exploitation of Home Recording for a more favorable time.

Mr. Dolbeer called attention to the fact that the F. L. Crosby Co., Bangor, Mr. has repudiated the agreement which it made to take Mr. Scott into its employ as a traveling man under an arrangement whereby we would pay Mr. Scott's salary, and the Crosby Co. his expenses. Their reason for this repudiation is that after consideration they did not feel that they could afford to carry out this arrangement. Mr. Scott is accordingly going to be transferred to other territory to work as a regular salesman in our exclusive employ. Mr. Dolbeer stated that owing to our limited traveling force there is much territory which is being wholly neglected, and in spite of the fact that we are behind on our orders, he believes that this neglect is going to prove very detrimental to us in the future. After discussion it was decided that the members of the Committee would give consideration to this subject between now and the next meeting and be prepared to discuss it at that time.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

THOMAS A. EDISON, Incorporated

New Edison

Minutes of the Eighth Meeting
of the
Amusement Phonograph Committee
Held February 14, 1913
at 10:00 A.M.
In the Executive Committee Room.

Present: Messrs. McChesney, Ireton, Stevens, Hird, Mehr and Dolbeer. Mr. Maxwell being out of town, Mr. Dolbeer presided.

Mr. Mehr reported that he had about 9000 of the special attachment records made up in the Blue Amberol as against the promise we have made that these will be ready for shipment on March 1, 1913. Mr. McChesney advised that he had not yet prepared the labels, and that it will take approximately three weeks before he can obtain them, thereby delaying shipment somewhat.

Mr. Ireton will prepare a bulletin which will go forward to the trade at the earliest possible moment announcing that shipments will be made of the fifth list of Blue Amberol records beginning about March 15, 1913. Mr. Ireton suggested that just as soon as possible we should discontinue the manufacture of the special wax records which are now being supplied with the attachments and Blue Amberols substituted, Mr. McChesney adding that shipment should be made of such orders as are now on file until such time as that change can be made.

It was suggested that Mr. Hird watch these orders very carefully so as to avoid overloading the jobbers with the present wax records that go with these attachments. This simply means watching the orders and splitting them up so as not to make any large shipment at any one time to any single jobber.

Mr. Ireton submitted the bulletin for the announcement of Amberola V which was carefully considered and changed to meet the conditions, and which will be submitted to Mr. Maxwell tomorrow morning for his consideration and then for immediate mailing purposes.

It was suggested that we get up a special piece of printed matter relative to the Amberola V and Mr. McChesney will arrange to do this so as to mail it with the dealer's bulletin regarding Amberola V.

There being no further business the meeting adjourned.

P. K. DOLBEER.

AH.

Copies to all committee members and Messrs. Edison, Wilson, Berggren, Leeming and Eckert.

THOMAS A. EDISON, Incorporated *nm*

Mr. Edison

Minutes of the Seventh Meeting
of the
Amusement Phonograph Committee
Held February 21, 1913
at 10:00 A.M.
In the Executive Committee Room.

Present: Messrs. Hird, McChesney, Ireton, Stevens, Dolbeer and
Maxwell. Absent: Mr. Mehr.

Mr. Hird submitted the following report on
Oak Music Hunter Cygnet Horns:

On Hand.....	51
Due on Purchasing Order.....	559
Due on Sales Order.....	73
Total quantity Available.....	537
Shipped past two months.....	462
At this rate present supply will last.....	9 weeks.

He wanted to know what the Committee thought about placing an additional order. Mr. Ireton thought Amberola V is going to cut down the orders on Home and Triumph machines very materially. Mr. Maxwell asked if this is already apparent in the attitude of the trade, and Mr. Ireton said that he thought it is. Mr. Maxwell inquired if we would be in a better position to consider this matter two weeks hence, and asked how long it takes to get these horns after they are ordered. Mr. Hird said about eight weeks. After discussion it was the decision of the Committee that the orders for Home and Triumph machines on which this horn is used would probably come in much more slowly in the future than during the past two months, and that it is both safe and advisable to wait two weeks before deciding on our probable future requirements for this type of horn.

Mr. McChesney raised the question of making some announcement or statement in respect of the Disc Phonograph in the Edison Phonograph Monthly. He thought that in justice to the trade some such announcement should be made and he believed it would have a beneficial effect on our cylinder dealers if they knew just what the situation is. Mr. Dolbeer stated that inasmuch as we are demonstrating the Disc Phonograph and sending our men out to solicit business, he thought by all means we should make an announcement of the Disc Phonograph in the Edison Phonograph Monthly. Mr. Ireton made the point that we are after the best class of dealers and we don't want to be embarrassed at present by applications from dealers who are not suitable. Mr. Maxwell agreed with Mr. Ireton. He thought that our present method of making demonstrations and sending our men around to pick out the best dealers is not in the least inconsistent with withholding a general announcement in our house organ and that the time is not yet ripe for such announcement.

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After discussion the Committee decided that such announcement should be made in the next issue. Mr. Maxwell dissented.

Mr. Ireton inquired when the Committee thought the general bulletin to the trade on the Amberola V should be sent out. Mr. Dolbeer said he thought this bulletin should go out just as soon as the printed matter is ready. Mr. McChesney said the printed matter would be ready in about three weeks.

Mr. Ireton referred to the bulletin to the trade which he is to prepare in respect of the combination attachment outfit with special Blue Amberol records, and stated that in his opinion we ought to refuse to supply any reproducer except the diamond or the model "H" with these outfits. He thought also that we should furnish an adapter ring as a part of each outfit. Mr. Dolbeer stated that there seems to be some objection to this on the ground that in many cases the adapter ring will not be needed. Mr. Ireton said that the trade has criticised us for not including the ring as a part of the equipment. Decided after discussion that the adapter ring should be included in the outfit and that Mr. Redfearn be requested to inform the Committee as to the cost of the ring in order that they may consider whether it can be included without additional charge. Mr. Ireton will obtain the desired information from Mr. Redfearn and submit it to the Committee.

Mr. Ireton called attention to the practice of listing in the Phonograph Monthly the French, German and English records for our European trade. He stated that some of these records, for example, those made by Harry Lauder not appearing in the British list, will later be included in the domestic list, and confusion will result, as in the past. He thought it might be a good idea to discontinue the practice of printing the foreign lists in the Phonograph Monthly. Another reason advanced by Mr. McChesney is that at the present time we are not in a position to fill the orders. Mr. Maxwell inquired as to the extent of the sales which in the past had resulted from publishing our foreign lists in the Monthly. Messrs. Ireton and Dolbeer stated that the sales had been negligible. After discussion it was decided to discontinue listing these foreign records in the Phonograph Monthly until we are in a better position to fill Blue Amberol orders - when the matter will be reconsidered.

Wm. Maxwell.

Chairman.

AM.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

THOMAS A. EDISON, Incorporated

The Edison

Minutes of the Tenth Meeting
of the
Amusement Phonograph Committee
Held February 28, 1913
at 10:00 A.M.
In the Executive Committee Room.

Present: Messrs. Nehr, Stevens, Hird, McChesney, Iretton, Dolbeer and Maxwell.

Decided that no special stimulation of the demand for Blue Amberol records is necessary at present.

The importance of knowing whether we are to have two new concealed horn cylinder models for the fall trade was emphasized. Mr. Hutchison stated that he would be ready to report definitely at the next meeting with reference to these two models.

Decided not to reprint traveling man's expense sheet provided the Star expense book can be obtained at prices that compare satisfactorily.

Mr. Iretton is to report on combination attachment sales last year at the same time he reports on costs of adaptor rings.

Decided that Sales Department is to prepare draft of letter to jobbers outlining the "fifty-fifty" traveling man plan, and submit draft of such letter to Mr. Maxwell.

A consideration of plans to get jobbers' men to do missionary work resulted in the opinion that the suggestion made in Mr. Maxwell's memorandum of February twenty-fourth is the most feasible, and that this plan should be worked up in detail for final consideration.

DETAILS ON FOLLOWING PAGES.

Mr. Maxwell inquired whether in the opinion of the Committee there is any probability of a sufficient diminishment of Blue Amberol record orders to justify us in commencing to stimulate that branch of the business at this time. After discussion it was the opinion of the Committee that inasmuch as our production is so far behind our orders, and as we are three months behind our monthly schedule, it is not necessary to attempt any stimulation of the Blue Amberol record business at this time.

Mr. McChesney referred to the minutes of the second meeting at which the Committee recommended two additional models of concealed horn cylinder machine to sell at \$40 and \$25 respectively. He said that we ought to know whether we are going to be able to furnish these machines to the trade next fall. Mr. Hird stated that the Engineering Department is still working on these models. Mr. Ireton remarked that the Manufacturing Department will have to work more rapidly than it usually does if these instruments are ready to go on the market by fall. Mr. Dolbeer stated that the Sales Department should know between now and the 1st of April whether we are going to have these two new models. He thought that we ought to retire our horn machines as rapidly as possible. He stated that we ought to be in a position by July to announce to the trade what our line will be for the ensuing year. Mr. Hutchison was called into consultation and stated that the talking pictures are to some extent retarding other work in the Engineering Department, but that he would be prepared to make a report at the next meeting on the two proposed concealed horn cylinder models. He inquired as to the maximum selling price the Sales Department could stand on each model. Mr. Ireton thought that the machines at \$50 and \$40 respectively would sell, but that \$40 and \$30 or \$25 would be much preferable. In this Mr. Dolbeer agreed.

Mr. McChesney called attention to a letter from the Associated Advertising Clubs of America in which they request us to have a float in the parade at the Baltimore convention in June, which it is anticipated will be witnessed by a million people. No charge is made for the privilege but it is stipulated that the float must cost at least \$200. Mr. Dolbeer inquired what kind of an exhibit we could make on such a float. Mr. McChesney stated that that is a matter to be worked out in case the Committee is favorable to the suggestion. Mr. Maxwell was not favorable to the idea of going into the parade at all. Decided after discussion to refer the matter to Mr. McChesney for further consideration.

Mr. Ireton stated that we shall soon need a new supply of expense reports for our traveling men. He submitted a sample of the Star expense book which can be bought in any quantities desired. Mr. Maxwell thought that the Star book is probably

better than our present form, and as we are not going to have so large a number of men in our own employ, it will probably be advisable to buy these Star books as we need them instead of re-printing our present form. Mr. Eckert was called into consultation and stated that he has no objections to the use of the Star expense book. The matter was referred to Mr. McChesney to get prices on the Star expense book.

Mr. Ireton inquired whether we are going to require jobbers to furnish us with copies of the expense accounts of men who travel under the "fifty-fifty" plan. Mr. Dolbeer thought that the jobbers would perhaps object to this and doubted if it is necessary. Mr. Maxwell desired to give the matter further consideration.

Mr. Maxwell inquired whether Mr. Ireton had obtained from Mr. Redfearn costs on adaptor rings and Mr. Ireton stated that he had not been able to get this information as yet. Mr. Dolbeer suggested that Mr. Ireton, in addition to the report on the costs of adaptor rings, also report the number of combination attachments sold last year. Mr. Ireton read letter from Babson Bros. in which they recommend that adaptor rings be furnished free where required with Home Recording outfits. Decided to suspend consideration of this suggestion until Mr. Ireton has obtained the information as to costs on adaptor rings.

Mr. Maxwell referred to his memorandum of Feb. twenty-fourth concerning the proposed disbanding of our traveling force. He requested the Sales Department to prepare during the next week a preliminary draft of a letter to jobbers on the subject and submit such draft to him.

Looking forward to the disbanding of our traveling force there ensued a discussion of the best means to get jobbers' men to do missionary work along lines laid down by us. Mr. Maxwell inquired whether anyone could offer some better plan than the one outlined in his memorandum of the twenty-fourth. Mr. McChesney stated that in his opinion there is no other feasible plan. Messrs. Dolbeer and Ireton were inclined to agree with this view. It was therefore decided that the details of the plan be worked up with a view to its final consideration.

Mr. Ireton referred to the proposed revision of the monthly statistical report on the work of traveling men. Mr. Maxwell thought in view of impending changes in our traveling department system that we should not attempt to get up a new form of monthly statistical report at this time, in which Messrs. McChesney and Dolbeer agreed.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeping.

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W. H. L. L.

Minutes of the 12th Meeting
of the
Amusement Phonograph Committee
Held March 14, 1913
at 10:00 A.M.
In the Executive Committee Room.

Present: Messrs. Mehr, Kird, Ireton, McChesney, Stevens, Dolbear
and Maxwell.

Decided to recommend to the Vice President
and General Manager that a purchasing order be placed for 1000
sectional horns for Fireside and Gem Phonographs, to be delivered
as required.

Decided to recommend to the Vice President
and General Manager the following shop orders: 1st. - 1000
separate Diamond A Reproducers. 2nd. - 5000 Standard Amberol
Attachments, to be brought through at the rate of 250 per week.
3rd. - 300 Triumph Amberol Attachments, to be brought through at
the rate of 25 per week.

Mr. Mehr submitted report on Blue Amberol
stock, orders and production.

Decided to recommend to the Vice President
and General Manager that a purchasing order be placed for 500
Oak Leaf Master Cynnet Horns.

Mr. Leeming stated that he does not think
we will be in a position to commence shipment of models A-60 and
A-80 in quantities before May 1st.

Decided to send each Disc jobber and dealer
a copy of the instructions for adjusting earlier Disc models to
play 1 1/4" records.

Standardization of cabinet finishes postponed
for further consideration.

Mr. Hutchinson reported favorably on possibil-
ity of producing \$40 and \$30 concealed horn cylinder machines.

Decided not to withhold Amberola VI on account
of any possible effect it might have on Amberola V. Mr. Ireton
dissented.

Decided to immediately get out a letter to
both jobbers and dealers, calling attention to the fact that the
record exchange allowance of 7-1/2% to jobbers and 5% to dealers,
based on machine purchases, will terminate April 1st, so that they
may have an opportunity to place any machine orders they desire in

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to take advantage of this allowance. Attention shall be
ed to the fact that the regular exchange allowance continues.
Ireton will prepare this letter.

Decided not to extend the aforesaid allowance
beyond April 1st, but to consider the advisability of making a
similar 5% allowance to jobbers who are handling both our Disc
and Cylinder lines.

Decided that we should immediately commence to
furnish printed slips with the Disc records.

The Committee expressed doubt as to how far the
artists' names may be used in printed matter, and there was some
conflict of opinion as to Mr. Edison's wishes. Decided to
recommend that the artists be referred to by name in proper
cases in the descriptive matter, in the folders and on the front
of record containers, and for the convenience of the trade in all
cases in the record catalogs.

Decided to accept proposal of R. S. Williams &
Sons Co., Ltd., Toronto, to install a large electric sign on the
top of their new building at a cost of from \$1200 to \$1350, pro-
vided they will pay the expense of maintaining the sign for
three years. Mr. Maxwell dissented.

DETAILS ON FOLLOWING PAGE.

Mr. Hird submitted the following statement concerning sectional horns for Fireside and Gem phonographs:

"Stock on Hand.....	1000
Average Weekly Shipments	
past six months	66
Unfilled Shipping Orders.....	257
Stock in excess of orders.....	743
Supply will last.....	11 weeks.

As it requires 60 to 90 days for the manufacturer to obtain tin, a new manufacturing order should be considered very shortly in order to prevent a possible hold up in shipment of phonographs with this horn equipment."

Mr. Ireton thought that the sale of the Fireside phonograph would not be largely affected by our present conceded horn models, but that its sale would of course be almost entirely killed when the proposed 830 and 840 models are put on the market. After discussion it was decided to recommend to the Vice President and General Manager that a purchasing order be placed for 1000 of these horns, to be delivered as required.

Mr. Hird submitted the following statement concerning Diamond A Reproducers:

"Initial Shop Order....	5000
Shipped to March 6, 1913.....	3469
In Stock.....	1544
On Shop Order.....	0
Unfilled Shipping Orders.....	309
Stock in Excess of Shipping Orders.....	1235

Prior to the advent of the Diamond A Reproducer we had shipped 5647 phonographs equipped with model "M" and "L" sapphire reproducers, and since the advent of the Diamond A Reproducer have shipped 1759 phonographs equipped with Diamond A Reproducers. Therefore, out of the total quantity shipped, viz 3469, 1710 have been shipped on sapphire order to replace model "M" and "L" sapphire Reproducers, leaving a possible market for 3937 Diamond A Reproducers for phonographs now in use equipped with sapphires.

It is not to be expected that every owner will purchase a Diamond Reproducer, but the question of additional shop order for this model should be considered, as the process of assembling is a complicated one and it takes some time to bring them through."

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Mr. Nehr stated that we have Diamond Points in stock approximately as follows: 6000 for the cylinder and 9000 for the disc, and accordingly another shop order for Diamond A Reproducers would not entail the purchase of more diamonds. After discussion it was decided to recommend to the Vice President and General Manager a shop order for 2000 Diamond A Reproducers.

Mr. Hird submitted the following statement concerning Standard Amberol Attachments:

"On Shop Order.....	1820
On Shipping Order.....	430
In Stock.....	479
Average Weekly Shipments	
Past Six Months.....	250
Present Order will last.....	7 weeks.

I recommend a shop order for 5000 to be brought through at rate of 250 per week."

Mr. Ireton stated that we sold approximately 10,000 of these attachments last year. He regarded as problematical the effect on the sale of these attachments which the increased price will have. Mr. McChernay thought that apart from the influence of the increased price, we must expect a diminishment in this business because no doubt a large percentage of the Standard phonograph owners whose interest continues, have already equipped their machines. Mr. Ireton stated that inasmuch as it seems certain we will need 5000 more of these attachments before the end of the present fiscal year and as it is proposed to bring them through on a weekly schedule, he was in favor of a shop order for 5000. After discussion the Committee decided to recommend to the Vice President and General Manager that a shop order be placed for 5000 Standard Amberol Attachments, to be brought through the shop at the rate of 250 per week.

Mr. Hird submitted the following statement in regard to Triumph Amberol Attachments:

"On Shop Order.....	50
On Shipping Order.....	56
In Stock.....	29
Average Weekly Shipments	
Past Six Months.....	16
Present Order will last.....	3 weeks.

I recommend a shop order for 300, to be brought through at rate of 25 per week."

Mr. Ireton thought that our needs will be in excess of Mr. Hird's recommendation. After discussion, the Committee decided to recommend to the Vice President and General Manager a shop order for 300 Triumph Amberol Attachments, to be brought through the shop at the rate of 25 per week.

Mr. Mehr submitted the following report on Blue Amberol production, orders and stock:

<u>1st. List</u>	<u>3rd. List</u>
Stock on Hand - - - 81,130	Stock on Hand- - - 30,642
Unfilled Orders - - 25,049	Unfilled Orders - - 1,082
Shipped - - - - - 841,838	Shipped - - - - - 48,230
<u>2nd. List</u>	<u>4th. List</u>
Stock on Hand - - - 77,413	Stock on Hand - - - 80,741
Unfilled Orders - - 27,097	Unfilled Orders - - 13,505
Shipped - - - - - 581,405	Shipped - - - - - 223,871
<u>5th. List</u>	
Stock on Hand - - - 93,261	
Unfilled Orders - - 131,411	
Shipped - - - - - 36,111	

Average Blue Amberol Production - - - - 25,000 per day.

Mr. Mehr explained that the unfilled orders shown where we have stock on hand to exceed such unfilled orders, results from the fact that we do not have the particular records ordered.

Mr. Leeming reported that 500 is the smallest order the manufacturers will accept for Oak Music Master Cygnet Horns, and it will be eight or nine weeks after the order is placed before we can get the horns. Messrs. Dolbeer and Preston were both in favor of placing an order for 500 of these horns, and after discussion it was so decided. It is therefore recommended to the Vice President and General Manager that a purchasing order be placed for 500 Oak Music Master Cygnet Horns.

Mr. Dolbeer brought up the question of Disc models A-60 and A-60, and stated that he would like to get samples, provided that he could have assurance from the manufacturing department that we will be in a position to commence shipments to coast points by April 1st. Mr. Hird stated that we have orders booked at present for 2700 of these models. Mr. Leeming did not think we would be in a position to commence shipments in quantities before May 1st. He stated that he will make a full report at the next meeting.

Mr. Maxwell inquired about the instructions for adjusting earlier Disc models to play the 1/4" records. Mr. Hird stated that the instructions have been completed and are being distributed in individual cases. Mr. Dolbeer suggested that a copy of such instructions, accompanied by a letter, be sent next to every Disc jobber and dealers and it was so decided.

Mr. Dolbeer brought up the question of planning to reduce the number of cabinet finishes and to make a standardization of Disc cabinet finishes. He submitted the following statement showing shipments of the various finishes of Disc models up to March 6th:

A-250	Mahogany Piano	744	
"	" Dull	130	
"	Golden Oak	79	
"	Weathered Oak	61	
"	Fumed Oak	28	
"	Flam.	1	
			1043
A-200	Mahogany Piano	907	
"	" Dull	147	
"	Golden Oak	103	
"	Weathered Oak	108	
"	Fumed Oak	76	
"	Flam. Oak	2	
			1423
A-150	Mahogany Piano	817	
"	" Dull	136	
"	Golden Oak	237	
"	Weathered Oak	133	
"	Fumed Oak	83	
"	Flamish Oak	1	
			1407
Total.....			3873

Mr. Leeming stated that we do not have the facilities to carry in stock all of the various models with the different finishes which we now have in our catalog. Mr. Leeming stated that while he recognizes that we must furnish the various finishes cataloged, he thought that we could determine upon certain finishes as standard, and notify the trade in respect of other finishes that some delay would occur in filling orders for cabinets with such finishes because the finishes are special. Mr. Dolbeer thought it would be practicable to do this. Mr. Maxwell suggested that further consideration of this subject be postponed to a later meeting. The Committee so decided.

Mr. Hutchison reported that he is considering four or five different ways of producing \$30 and \$40 concealed horn cylinder machines, and is making up models at present. He thinks it can be done successfully although there are certain patents involved.

Mr. Iretton raised the question of the advisability of withholding the announcement of Amberola VI until we have worked off the Amberola V. He said that the VI at the lower price, being so near like the V will seriously affect the sale of the latter. Mr. Maxwell inquired how many of the Amberola V we have sold. Mr. Hird stated that we have shipped 1200 and have approximately 1000 on

order. The entire shop order was 5000 and the machines are coming through at the rate of 50 per day. Decided after discussion not to withhold the Amberola VI on account if its possible effect on the sale of Amberola V. Mr. Ireton dissented.

Mr. Dolbeer brought up the 7-1/2% record allowance to jobbers on machine purchases. Under the original plan this allowance will be discontinued on April 1st, 1913. However, in view of the fact that owing to conditions here at the factory, jobbers have not been able to derive much benefit from this allowance on Disc purchases, he thought some additional opportunity should be given to Disc jobbers. He suggested that we ought to discriminate in favor of the jobbers who are handling both the Disc and Cylinder, and recommended that we give the Cylinder jobbers only 30 days grace on the 7-1/2% allowance, notifying them that any orders placed between now and May 1st will be subject to such allowance. In the case of jobbers who are handling both the Cylinder and Disc lines, Mr. Dolbeer thought we ought to let this 7-1/2% allowance continue for a longer additional period than 30 days. Mr. Maxwell was in favor of discriminating between Cylinder and combination jobbers, and not in favor of extending the allowance to the latter beyond April 1st. In this Mr. Ireton agreed. Mr. Dolbeer thought that it would result in our getting a good many additional machine orders from Cylinder jobbers, if we sent out a notice telling them that all orders placed between now and May 1st would be subject to the allowance. Mr. Maxwell stated that Mr. Wilson is inclined to be in favor of discontinuing the allowance on April 1st as originally intended. Mr. Maxwell inquired whether it is proposed to offer to the dealers a similar extension of this allowance period. Mr. Dolbeer stated that he thought the allowance of 5% to dealers should be discontinued on April 1st. Mr. Maxwell inquired to what extent this allowance has seemed to satisfy the dealers, and Mr. Dolbeer stated that while it has been received with some favor, it has not prevented demands for special relief in respect of wax cylinder stock. He thought its effect as a trade builder has been negligible. Mr. Maxwell stated that he is inclined to think that we ought to permit the allowance to terminate on April 1st as originally intended, and get out a letter at this time calling attention of the trade to its termination on that date. Thereafter we can determine what similar allowance, if any, we desire to make to jobbers who handle both the Disc and Cylinder. Mr. Dolbeer agreed and after discussion it was decided to get out a letter to all dealers and jobbers, calling their attention to the termination of this allowance on machine purchases so that they can take advantage of such allowance before it expires. This letter will explain that the regular exchange allowance will be continued until further notice.

Mr. Maxwell brought up the question of commencing to furnish the printed slips with the Disc records, and after discussion it was decided that this practice should be commenced at once.

Mr. Dolbeer referred to the use of artistes' names in these descriptive folders. Mr. Irston stated that he understood that Mr. Edison would permit the use of the artistes' names in the description of the song provided the record is a good one. Mr. Dolbeer said that such is his understanding, and he also gathered the impression that the use of the name in the record catalog for the convenience of the trade was approved by Mr. Edison. Mr. McChesney inquired whether it would be all right to insert the artistes' names in the descriptive matter on the front of the containers. Decided after discussion to recommend that the artistes' names be inserted in proper cases in the descriptive matter on the front of the containers, in the descriptive folders and in all cases in the record catalogs for the convenience of the trade.

Mr. McChesney brought before the Committee the proposal of R. C. Williams & Sons Co., Ltd., Toronto, to operate a large electric sign on the top of their new building, advertising the Edison phonograph if we would pay the initial cost of the sign. The initial cost of the sign will run from \$1200 to \$1350. The cost of maintenance which Williams proposes to pay is about \$21 per month. Mr. Dolbeer stated that he is in favor of going into this, provided Williams will continue the sign for a period of years. Mr. McChesney stated that if they will run the sign for three years, the advertising investment is probably a good one from our standpoint. Mr. Maxwell said that he is entirely opposed to the expenditure because he does not believe in this kind of publicity for our phonograph. The Committee after discussion decided to accept Williams' proposition, provided he will continue the sign for three years. Mr. Maxwell dissented.

Wm. Maxwell

Chairman.

All.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

THOMAS A. EDISON, Incorporated

Minutes of the 13th Meeting
of the
Amusement Phonograph Committee
Held March 21, 1913
at 10:00 A. M.
In the Executive Committee Room.

Present: Messrs. Mehr, Hird, McChesney, Stevens, Iretton, Dolbeer
and Maxwell. Mr. Leeming also attended. Mr. Eckert
was called into consultation.

Investigation to be made of parcel post
regulations as concerns sealed packages containing combination
attachment outfits.

Recommendation of new and less expensive
method of stamping disc record boxes.

Report by Mr. Mehr on decreased Blue
Amberol production.

Continue use of present form of travelers'
expense report. Mr. McChesney will reorder.

Mr. Leeming will get behind production of
the two records which are holding up shipment of 5th Blue Amberol
list. Meanwhile no incomplete shipments are to be made.

A-80's in sufficient quantities for shipment of
the two records promised for first week in April; thereafter
schedule of 25 mahogany and 10 oak per day, permitting shipments
for jobbers' stocks about May 1st.

A-60's coming through at rate of about
15 per day, which is limit with present space. Mr. Leeming seeking
additional space and expects to bring schedule up to 25 per day
during the month of April.

Inspection rejection of Amberola VI motors
holding up production of that model. Aluminum gear decided upon.
Mr. Leeming picking up odd lots aluminum - already has 100 lbs., or
sufficient for 1000 machines.

Amberola V (mahogany) schedule reduced from
50 to 20 per day.

Advertising Dept. will prepare leaflets for
A-60 and 80, and Amberola VI.

Recommendation for two finishes only for
A-60, viz: golden oak and mahogany.

Numerically arranged Blue Amberol catalog
to contain explanation of numbering system.

Will not bother with sale of cloth cabinet
covers at present.

Model "N" reproducer and home recorder can
not be used on Amberola V. Trade to be advised.

Memo. from Mr. Edison re artistes' names
was read.

DETAILS ON FOLLOWING PAGES.

Mr. Nehr stated that some requests are being made for the shipment of combination attachment outfits by Parcel Post. He called attention to the fact that the packages are sealed, which in his opinion, prevents them from being shipped under the Parcel Post regulations. He inquired if the Committee considered it advisable to send the packages out unsealed in order to accommodate jobbers and dealers who want shipment made by Parcel Post. Mr. Maxwell doubted if Parcel Post regulations would prevent the shipment of these combination attachments as they are now packed. Decided after discussion that Mr. Nehr request Mr. Berggren to take the matter up with the Orange Post Office.

Mr. Nehr referred to a new and cheaper method of stamping the record numbers on the disc record cartons. He submitted a sample carton stamped by this new method. Mr. Delbecq preferred it to the old and more expensive stamping. After discussion it was decided by the Committee to recommend the adoption of the new method in view of Mr. Nehr's representations as to its practicability and economy.

Mr. Nehr reported on blue amberol record production, stating that the production for the first three days of this week averaged only about 18,000 records per day - into stock. He reported that Mr. Philpot stated that the principal reason for the reduced production is imperfect end molding. Mr. Philpot had further explained to Mr. Nehr that there is an accumulation of several thousand records on the floor of Mr. Philpot's department, occasioned by the demand for special records. When these records go through to stock it will make a difference in the average.

Mr. McChesney inquired if the percentage of rejection is growing less. Mr. Nehr stated that it is less in the inspection department, but understands that the rejections continue large in the manufacturing department. Mr. Nehr stated that some statistics on the latter point are being prepared under Mr. Eckert's direction. Mr. Maxwell stated that he would like to see these figures when they are compiled.

Mr. McChesney submitted samples of the Star Expense Account Book for traveling salesmen, and stated that imprinted with our name it could be purchased in quantities of 1000 at \$16.50 per thousand. Mr. Eckert was called into consultation and stated that he had no objection to the Star Expense Book except that it would be slightly less convenient to handle in the Accounting Department.

Mr. Maxwell thought that in view of the greater cost of the Star Expense Book and as all the sales departments have found our present form satisfactory, it would be better

to continue the use of the latter form. It was so decided by the Committee, and Mr. McChesney will attend to reordering a small supply of the expense account form we have been using.

Mr. Ireton stated that the shipment of the fifth list of blue emberol records has been held up because the factory does not furnish selections #1639 and #28142. He stated that shipments have been made to only five or six points. Mr. Maxwell inquired if those shipments were complete. Mr. Ireton said that they were and that no incomplete shipments have been made. Mr. Dolbeer thought it is inadvisable to make any incomplete shipments. Mr. Leeming will see if the manufacture of the two selections in question cannot be accelerated. Decided that in the meantime no incomplete shipments will be made.

Mr. Leeming reported that by the first week in April the factory will be able to supply Disc model A-80 in both oak and mahogany cabinets in sufficient quantities to permit shipment of samples at that time, and that thereafter a schedule will be maintained of 25 mahogany and 10 oak per day. Mr. Dolbeer commented that if this proves to be the case we can commence making shipments for jobbers' stock about the 1st of May.

Mr. Leeming stated that with our present facilities the production of 15 A-60's per day is about all we can do. He has about reached that point. However, he is endeavoring to provide additional space and bring the schedule up to 25 per day during the month of April. Mr.

Mr. Leeming stated in regard to Amberola VI that the schedule established is 25 mahogany and 5 oak per day. This schedule could be reached very shortly if it were not for the motors. The testing of the present motor results in a great many rejections. An aluminum motor will solve the difficulty, but aluminum except in odd lots cannot be obtained in short of eight months. We have succeeded in getting 100 lbs. which will be sufficient for 1000 machines. It is possible we shall be able to get some other special lots before our stock order can be filled by the manufacturers.

Mr. Leeming stated that we are catching up with our orders for Amberola V with mahogany cabinets, and suggested that the schedule be cut down from 50 to 20 per day. After discussion this action was recommended by the Committee. The oak cabinet for Amberola V is just commencing to come through the shop. There are about 350 on order.

Mr. McChesney inquired whether it is now proper for the Advertising Department to go ahead and prepare a leaflet descriptive of models A-60, A-80, and Amberola VI. After discussion it was decided to do so. Mr. Leeming will next week send Mr. McChesney an A-80 to be photographed.

Mr. McChesney inquired whether it is intended to furnish the "A-60" with several different kinds of cabinet finishes. Mr. Dolbeer thought that this would be a good place to adopt a standardization of finishes, and suggested Golden Oak and Mahogany, omitting reference to any other finishes from our printed matter. After discussion the Committee decided to recommend that this be done.

Mr. McChesney stated that he is preparing copy for a numerically arranged blue amberol record catalog. He stated that he thought it should contain a preface explaining our system of numbering, for the convenience of the trade. He stated that Mr. Ireton had objected on the ground that this would result in a good deal of correspondence with the trade because the explanation would show several blocks of numbers which we have not yet commenced to use. Mr. Ireton withdrew his objection provided there was a clear explanation about the blocks of numbers not in use at present.

Mr. McChesney called attention to correspondence with a dealer who wants us to arrange to supply to dealers who are willing to pay for them, cloth covers that can be placed over cabinets of concealed horn phonographs. Mr. Maxwell thought we ought not to go into this at present at least. Mr. Dolbeer agreed. After discussion it was so decided.

Mr. Ireton pointed out that the information from the factory on which a bulletin to the trade in respect of Amberola V was based was incorrect in one particular, viz: the "H" reproducer cannot be used on this model nor is there any feasible way of adapting it for use on Amberola V. Mr. Ireton also stated that our Home Recorder cannot be used on this model. Mr. Maxwell asked if the same is true of Amberola VI and Mr. Ireton said he thinks it is. The matter will be properly investigated before Amberola VI is announced to the trade.

Decided after discussion that Mr. Ireton prepare a bulletin to be sent to the trade calling attention to the fact that model "H" reproducer and the Home Recorder cannot be used on Amberola V.

Mr. Maxwell read memo. from Mr. Edison in regard to the use of artists' names in connection with Disc records, as follows:

"We put no names on the disc. On the other hand, in our catalog we only give names to tunes that are especially good and which I myself will indicate. All common or indifferent records we give no names anywhere. I have excellent reasons for doing this which the Committee hasn't caught on to".

AH.

Wm. Maxwell

Copies to all committee members
and Messrs. Edison, Wilson, Eckert,
Berggren, and Leeming.

Chairman.

THOMAS A. EDISON, Incorporated

Mr. Edison

Minutes of the 14th Meeting
of the
Amusement Phono Committee
Held March 28, 1913
at 10:00 A.M.

In the Executive Committee Room.

Present: Messrs. Nehr, Hird McCheaney, Stevens, Ireton and Maxwell. Absent: Mr. Dolbeer. Mr. Hutchison was present part of the time.

Will remove iron strap from combination attachment package and ship single outfits through Parcels Post where desired.

Favorable report on Blue Amberol record production.

One 750' selection (a Concert record) is holding up shipment of fifth list. Messrs. Nehr and Ireton will work out a plan for shipping the remainder of the list. Aside from this selection, orders now on hand for the fifth list can be completed within a few days. It will probably be two weeks before there will be enough of this particular selection to fill all orders, although shipment can be resumed about April 2nd.

Advertising Department to send out sixth list advance sheet with letter stating that shipment will commence the latter part of April, and that it will be at least three weeks before shipment to nearby points is made.

Disc record #83000 is erroneously numbered and is to be renumbered. It is a \$3 record and now has a \$2.50 number.

Recommendation to Vice President and General Manager that a purchasing order be placed for 2500 #10 Black Cygnet Horns, to be taken as needed.

Cylinder record album referred back to Mr. Leeming with recommendation that he get a new sample from the manufacturer, to be prepared in accordance with certain suggestions made by the Committee.

Mr. Nehr can commence making over French and German records in the Blue Amberol by the time Mr. Stevens and the Sales Department agree on what selections are to be made over first.

Mr. Hutchison reports that he will soon be ready to demonstrate the mechanism of the proposed \$30 concealed horn cylinder machine.

DETAILS ON FOLLOWING PAGES.

Mr. Mehr reported that the attachment outfit including set of special Blue Amberol records may be shipped by Parcels Post, if we leave off the iron strap. Decided where we receive orders for single outfits with the request that they be shipped by Parcels post we will remove the iron strap and make shipment by Parcels Post.

Mr. Mehr stated that Blue Amberol production for the past three days has been very good, and if the present rate is continued for the rest of the week, this should be our largest week - about 150,000 records.

Mr. Maxwell inquired when shipments of the fifth list can be resumed. Mr. Mehr said that, if everything goes well, we shall be able to resume shipments the middle of next week. He explained that one of the two selections mentioned at the last meeting has given a great deal of trouble on account of the molds breaking down. Mr. Mc Chesney inquired how soon the shipment of the first orders for the fifth list can be completed. Mr. Mehr stated that we have shipped 109,000 on the fifth list, and on yesterday had 90,000 on order unshipped. We have 115,000 records of the fifth list in stock. We are short on three selections. The selection which is now giving the trouble is a selection in the Concert List. Mr. Ireton suggested that it might be advisable to let the other selections go forward and send this one later. As it is one of the 75¢ records the trade would probably not object seriously. This estimate includes the troublesome concert selection. If it is not permitted to hold up the shipment of the others, the orders now on hand for the latter can be completed within a few days. After discussion the matter was referred to Messrs. Mehr and Ireton to be worked out.

Mr. Ireton thought the advance sheets for the sixth list should be mailed out at once accompanied by a letter giving the trade an idea when shipments will commence. Mr. Ireton suggested that this letter announce that we expect to commence shipment of the sixth list the latter part of April, and that it will be at least three weeks before shipment to nearby points is made. After discussion it was decided to do this - it being one object of this letter to cut out unnecessary correspondence with jobbers about the sixth list. Mr. McChesney will prepare the letter and see that the advance sheets are mailed out.

Mr. Mehr called attention to the fact that disc record 83000 is a \$3 record but he is informed that this number belongs in the \$2.50 list. Mr. McChesney stated that the \$3 records commence with #83001. Mr. Ireton stated that it so provided in the contract with jobbers and dealers. After discussion it was decided to renumber this record and to notify Mr. Michie to hold up shipment of it until the renumbering can be accomplished. Mr. Ireton will so instruct Mr. Michie and will also instruct him to explain the error to such of the trade as have already received the record. Mr. McChesney will look after the label.

THOMAS A. EDISON, Incorporated

Mr. Hird submitted the following report concerning #10 Black Cygnet Horns.

On Manufacturing Order	3200
In Stock	288
On Shipping Order	194
Average Weekly Shipments	
past six months	515
Mfg. Order will last	6 weeks.

Mr. Hird stated that except for Babson Bros. orders, this horn is furnished on nearly all Fireside and Standard machines. Mr. Hird stated that he could place an order for as few as 2500 of these horns and get the price we are now getting. After discussion it was decided to recommend a purchasing order for 2500 to be taken as needed.

Mr. Hird in behalf of Mr. Leeming submitted cylinder record album of which we have sold 653 and have 178 on hand. There is considerable complaint about the box warping and branking at the hinge and branking at the edges of the cover; also that the cover will not stay shut. Mr. Leeming proposes to remedy this by inserting a cardboard flange. The Committee after discussion disapproved of the album even when equipped with the proposed flange, and referred the matter back to Mr. Leeming with the suggestion that he request the manufacturer to submit a new sample, to be smaller, that is, to fit the Blue Amberol carton, to have a flange all around, to have a better hinge, to have some sort of cheap type of file fastener, and to be constructed of about the same material as the present model.

Mr. Stevens brought up the question of making over French and German records in the Blue Amberol. Mr. Nehr stated that he can enter upon this work by the time Mr. Stevens and the Sales Department agree on what selections to make over first.

There being no further production matters, Messrs. Nehr and Hird were excused.

Mr. Hutchison stated with reference to the concealed horn cylinder models intended to be sold at \$40 and \$30 respectively that a model of the mechanism for the \$30 machine is almost ready to be shown. He will notify Mr. Maxwell when he is ready to give a demonstration to the Committee.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

THOMAS A. EDISON, Incorporated

Weg

Mr. Edison

Minutes of the 15th Meeting
of the
Amusement Phono Committee
Held April 5, 1913
at 10:00 A.M.
In the Executive Committee Room.

Present: Messrs. Nehr, Kird, McChesney, Stevens, Ireton, Dolbeer
and Maxwell. Messrs. Hutchison, Redfearn, Goetting and
Morris called into consultation.

Mr. Nehr submitted sample of cylinder
record album which embodies the committee's recent suggestions, and
reported that it can be purchased at the same price as the album we
have been using. After examination by the Committee this new
design was approved.

Mr. Ireton submitted a number of Blue Amberol records returned for defects. These were examined by the
Committee and handed to Mr. Nehr. There followed a discussion of
various complaints that have been made about surface defects of
the Blue Amberol record. It was decided to appoint a Committee
consisting of Messrs. Philpot, Nehr and Walter Miller to investi-
gate the manufacturing processes with a view to removing these
defects as far as possible. This Committee thus appointed will
report to the Amusement Phonograph Committee at as early a date as
possible. A special meeting will be called to receive such report.

Mr. Nehr stated that the shipment of the
fifth list was resumed on Wednesday and everything is going out
except the one selection referred to at the previous meeting. The
latter selection is being pushed as rapidly as possible. Seven
molds are now working and more are coming.

Mr. Morris submitted an alternative design
for the new concealed horn cylinder machine. Mr. Hutchison was
called into consultation and after examining the model, expressed
his approval of it and suggested that Mr. Morris proceed to reduce
it to fit the model of Cabinet submitted by Mr. Goetting. After
discussion it was so decided, and Mr. Morris will accommodate the
design to the aforesaid cabinet and submit the redesigned model to
the Committee at as early a date as possible.

Mr. Hutchison suggested that the swinging
horn design embodied in the model submitted by the Laboratory is a
good mechanical movement which should be patented. Mr. Maxwell will
take this up with the Law Department.

Mr. Leeming stated that the dead cost of the
cabinet model submitted by Mr. Goetting is about \$6.50. This is
considered prohibitive. Mr. Redfearn was called into consultation

and stated that if we desire to sell the proposed machine at \$40 list, we cannot afford to put out a cabinet costing more than \$4. It was thereupon decided to get Mr. Götting to endeavor to submit a cabinet of similar design and size which will not cost in labor and material more than \$4. It is the opinion of the Committee that the cabinet should be gotten out only in oak and that two coats of varnish will be sufficient.

With reference to announcement of A-80's, A-60's, and Amberola VI, decided to postpone consideration of this for another week.

There being no further production matters, Messrs. Hird and Nehr were excused.

Mr. Iretton brought up the question of a special list of twenty-five records as suggested by Messrs. Wilson and Dolbeer. After discussion it was decided that it would be inadvisable to get out a special list, but that it would be advisable to increase the seventh list to forty or fifty selections. Accordingly it is recommended to the Record Committee that from fifteen to twenty-five additional selections be chosen from the old numbers, to be made over and added to the seventh list.

Mr. Maxwell requested consideration by the members of the Committee, before the next meeting, of ways and means of stimulating the activity of our dealers in pushing the Blue Amberol records. Our production promises to soon reach a point where dealers can get records in desired quantities and we ought to be laying our plans accordingly.

Wm. Maxwell.

Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Edison

Minutes of the 16th Meeting
of the
Amusement Phonograph Committee,
Held April 11/13
at 10:00 A.M.
In the Executive Committee Room.

Present: Messrs. Nehr, Hird, McChesney, Stevens, Iretson, Dolbeer
and Maxwell. Mr. Wilson present part of the time.
(Owing to character of discussion, no summary is made).

Mr. Maxwell announced that pursuant to notice
given at meeting a week ago he desired the Committee to devote most
of this session to the consideration of ways and means of stimulat-
ing the sale of Blue Amberol records and cylinder phonographs, and
requested that other matters be disposed of as promptly as possible.

Mr. Hird stated that he had no production
matters to bring before the Committee. Mr. Nehr stated that the
special Committee, composed of Messrs. Miller, Philpot and himself,
appointed by this Committee to investigate Blue Amberol record manu-
facture and suggest ways of improving the surface of the records,
has completed its investigation but that its report has not been
transcribed - however, some changes have already been put into
effect as a result of the investigation.

Mr. Hird & Mr. Nehr were excused.

Mr. Maxwell stated that the plan of authorizing
every dealer to give away a Blue Amberol record to each of ten
phonograph owners who have not yet bought any Blue Amberol records
has been approved by the Law Department and the printed matter is
being rushed through by the Advertising Department.

Mr. Maxwell stated that Mr. Edison desires the
Sales Department to put forth every effort to push the sale of Blue
Amberol records. Mr. Edison has suggested that we propose to cer-
tain jobbers that we will go in 50-50 on one additional traveling
man for each of such jobbers, such man to work on the Blue Amberol
and revive cylinder dealers. Mr. Dolbeer thought that most jobbers
would be unwilling to put on a man to work exclusively on the cylin-
der goods, and if the men handled both lines, they would inevitably
give most of their attention to the disc. Mr. Maxwell agreed with
Mr. Dolbeer but thought the proposition should be put up to a
selected list of jobbers, and will draft the character of letter he
thinks should be sent out.

Mr. Iretson thought that in certain territory
our men should, for the present, discontinue carrying their disc
samples, go out with a sample Amberola V and push the Blue Amberol.
Mr. Dolbeer agreed. After discussion it was decided to have Scott
return to New England and make an exclusive campaign on the cylinder:
Phillips to do the same in Iowa, Renner in Nebraska, Lister

in Michigan, Chew in New York and Hope in Wisconsin. The other men while continuing to carry disc samples are to be instructed to specialize on the cylinder for the present.

Mr. Maxwell suggested that Hug be transferred from Ohio and it was decided to transfer him to Illinois, to work on the cylinder exclusively. He was not sent to Minnesota because he and Lucker do not hitch.

Such of the above named men as are within a night's journey of Orange will be brought to Orange for instruction as soon as our complete plan is fully rehearsed. Mr. Dolbeer will see the others on the territory and take up the 50-50 plan with certain jobbers.

Mr. Wilson stated that he was not in favor of any of our men discarding their disc samples and working exclusively on the cylinder line - even temporarily. Mr. Maxwell argued that in no other way can they put over an effective introduction of the Blue Amberol. He pointed out that our men have been working the large towns and neglecting the smaller towns that are our stronghold. Now is the time to switch them to friendly territory and they should not nullify their efforts on the Blue Amberol by carrying samples of the disc, which on the momentum it has already gained, will continue to be oversold for sometime to come. Messrs. Dolbeer, Iretton and McChesney agreed with Mr. Maxwell and Mr. Dolbeer added that carrying disc samples and giving recitals would slow up the men. Mr. Wilson stated that he thought all of the men working on both lines would accomplish as much as a few working on the cylinder exclusively and the rest on both lines, provided they were all required to push the Blue Amberol. Mr. Maxwell stated that the decision of the Committee to have some of the men work exclusively on the cylinder line at present was due to conditions in certain states which those men travel. He contended that as an elementary principle of salesmanship it is bad practice to present the better of two similar articles when the inferior is the one we desire to sell. He thought the Sales Dept. should give these men a specially selected routing and attempt a big cylinder revival through the agency of the Blue Amberol record. Mr. Wilson asked how about the dealers who inquired about the disc. Messrs. Dolbeer and Maxwell replied that the travelers would of course take any disc business that offered itself, but that the idea is to avoid putting the cylinder in the shade in cylinder territory by exploiting the disc while we are unable to fill orders for it. Mr. Wilson was obliged to leave, but as a member of the Committee expressed his dissent.

Before leaving Mr. Wilson stated that Mr. Edison had suggested the employment of five or six additional travelers to push the cylinder line. Mr. Dolbeer will immediately endeavor to find a number of suitable men for vacant territory, such as western Canada, Minnesota, etc. (Mr. Maxwell desires to be permitted to assist in the selection of these men). As rapidly as employed, they are to be thoroughly schooled at the factory.

Mr. McCheesney thought that a dead weight on our plans for reviving the cylinder business is the fact that many of our dealers are oppressed and discouraged by the quantity of wax records they have on hand. He thought some constructive plan should be devised for promptly relieving such of our dealers as investigation demonstrates are in a position to push the line successfully when rehabilitated by relief from their over stock of wax records.

Mr. Dolbeer suggested a return allowance of one wax record for every three Blue Amberols purchased for immediate shipment during a limited space of time - say one week. This recommendation is based on the supposition that this ratio would yield us a slight profit. Mr. Maxwell requested Mr. Dolbeer to obtain from Mr. Redfearn the exact cost of the Blue Amberol record. Mr. Ireston thought that such a plan would revive the cylinder business immensely. Mr. Dolbeer believed that this in connection with Mr. Maxwell's plan of distributing sample Blue Amberol records among dormant users would result in greatly renewed activity on the part of dealers. Mr. Maxwell felt that such a proposition should be confined to who will specifically agree to do certain things in the way of canvassing, local advertising, etc. He considers this return allowance inexpedient unless the dealers will start an aggressive campaign to move the Blue records after they get them. Mr. Dolbeer thought the fact that a dealer purchases a large quantity of Blue Amberol records will insure his activity. Mr. Maxwell thought this one of our weaknesses, viz: to assume that a tradesman's investment in our goods assures his intelligent and persistent sales effort. In case it appears that we can afford to offer a three to one proposition to the trade, Mr. Maxwell will prepare what he considers the proper conditions for such offer.

Mr. McCheesney stated that he is in favor of a return proposition at whatever ratio will admit of a small profit to us, and felt that we need not be afraid of loading up the trade, as the Blue Amberol record is a new article and will continue to be salable for a great many years.

Meeting adjourned - to be reconvened when Mr. Dolbeer has obtained desired data from Mr. Redfearn.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

THOMAS A. EDISON, Incorporated

Mr. Edison

Minutes of the 17th Meeting
of the
Amusement Phonograph Committee
Held April 15, 1913
at 10:00 A.M.
In the Executive Committee Room.

WES

Present: Messrs. Mehr, Hird, Stevens, McChesney, Ireton, Dolbeer and Maxwell. Mr. Leeming also attended. Mr. Rogers was called into consultation.

Decided not to place shop order for additional model "H" reproducers at this time. Mr. Hird will bring the matter up at a subsequent meeting.

Decided to put out some Bonci records on the cylinder at \$1, same to be sold to jobbers at 50¢ and to dealers at 65¢. Later some concerted numbers may be put out at this price.

36,338 records for the sixth list have gone into stock. We have received orders for 147,000 and twenty-seven jobbers are yet to be heard from.

Special Committee, composed of Messrs. Mehr, Miller and Philpot, commissioned to investigate discarding of moulds.

Shipments of the fifth Blue Amberol list reported practically complete.

Committee recommended adoption for Amberolas V and VI of model "H" reproducer especially adapted to those machines, same to be known as model "H-56".

Discussion of disc machine manufacturing capacity being inadequate; consideration of advisability of storing some machines in Chicago at a very low rate proposed by a warehouse company in that city. Further details requested.

340 concealed cylinder model to be submitted for final inspection early next week.

Renewal of special wax record return allowance of 7-1/2% on machine purchases adopted instead of 3 to 1 return allowance discussed at previous meeting. Such renewal to extend from April 1st to October 1st, 1913 unless previously revoked, which we reserve the right to do.

DETAILS ON FOLLOWING PAGES.

Mr. Hird brought up the question of model "H" Reproducers and stated that we have 1200 in stock, 1300 on shop order and 700 on unfilled shipping orders, making a total of 1800 available above shipping orders. The average shipment for the past six months has been 500 per week, but since we have discontinued using the model "H" Reproducer on the Combination Attachment and the demand for Standard and Fireside Phonographs is declining, it is not at all probable that our future requirements for this model will be anywhere near 500 per week. From three to four weeks are needed to manufacture this article after the order is placed. Decided after discussion that there is no necessity for placing another shop order at present. Mr. Hird will watch the orders and bring the matter up at a subsequent meeting.

Mr. Nehr submitted specimen record carton to contain proposed dollar cylinder records. Mr. Maxwell expressed approval of the appearance of the carton but asked what records it is intended to put out at \$1. Mr. Ireton explained that we have a contract with Bonci which requires us to pay at least a certain amount of royalty per year, and as this royalty will not be earned on the disc this year, Mr. Dolbeer thought it would be a good plan to put out the Bonci records on the cylinder record at \$1. He thought that later we might also put out some concerted numbers to sell at \$1. Decided after discussion that it is advisable to put out these Bonci records and special grand opera selections at \$1. The carton submitted by Mr. Nehr is a blue concert carton with a red band pasted around the top, such band to have printed on it the words - "SPECIAL GRAND OPERA". Decided to adopt this carton and to have some restriction notices printed to contain the \$1 price for these records. Decided that the price to jobbers on these records shall be 50¢ and to dealers, 65¢.

Mr. Nehr reported that on the sixth list, 36,338 records have gone into stock. In addition to working on the sixth list the Record Plant is working on the July British and replenishment of certain selections that have been exhausted, and moulds for the seventh list are just commencing to come through. There followed an extended discussion of the spoiling of moulds. Mr. Nehr stated that Mr. Philpot says that in many cases the spoiling of moulds is due to the carelessness and disobedience of employees. Mr. Philpot states that he is working on a system which will practically eliminate the spoiling and discarding of moulds. Mr. Nehr stated that he has suggested making employees pay for moulds that they spoil. In a number of cases Mr. Nehr has sent moulds to Mr. Philpot suggesting that they be charged to the employees, but this was impossible because Mr. Philpot did not know who had spoiled them.

Mr. Maxwell inquired whether the report by Messrs. Nehr, Miller and Philpot in regard to manufacturing methods is ready. Mr. Nehr said that Mr. Philpot had misunderstood some of the suggestions made by Mr. Miller and it had been necessary to make

over the sample records made in accordance therewith. They will be examined tomorrow microscopically and also for surface noises, whereupon the report will be sent to Mr. Maxwell. Mr. Dolbeer suggested that this Committee extend its investigation to the mould question. Mr. Maxwell thought this would be a good idea, and it was so decided. Mr. Nehr will notify Messrs. Miller and Philpot.

Mr. Maxwell inquired about shipments on the fifth list and Mr. Nehr stated that shipments are practically complete. Mr. Ireton said that on all lists up to the sixth practically all of our orders have been filled.

Mr. Maxwell inquired what the orders are for the sixth list and what jobbers we have not heard from. Mr. Hird stated that we have received orders for 147,000 sixth list records. There are twenty-seven jobbers whose orders have not yet reached us.

Mr. Leeming gave a demonstration of an Amberola V equipped with model "N" Reproducer adapted to use on Amberolas V and VI. The Committee recommended the adoption of this reproducer and Mr. Leeming will obtain an engineering notice. Mr. Leeming suggested that this reproducer be known as model "N-56". Mr. Ireton will issue a bulletin to the trade informing them that when model "N" reproducers are ordered for use on Amberolas V and VI, the orders should specify model "N-56". Mr. Leeming inquired what shop order should be placed for this model "N-56" reproducer, and after discussion it was decided that the order should be for 500, to be brought through as needed.

Mr. Dolbeer submitted a memorandum pointing out that the disc dealers already qualified will probably sell more disc machines than we can manufacture as soon as the records come through in quantities. A copy of Mr. Dolbeer's memorandum is attached. Mr. Leeming stated that he could see a capacity of about 125 machines per day. He pointed out, however, that the congestion occasioned by the fact that the finished machines are not being shipped out is curtailing and will continue to curtail production, and makes it impossible for us to reach the extreme limit of our capacity. He stated that Mr. Rogers when recently in Chicago had learned that one of the warehouse companies there would receive, store and reship our largest phonographs on the basis of 10 cents per month per machine. Mr. Maxwell thought there must be some mistake about this. Mr. Rogers was called into consultation and reaffirmed the statement. He also read a letter from the warehouse company which seemed in a measure confirmatory. Mr. Maxwell requested Mr. Rogers to get a more specific proposition from the warehouse company. It was the unanimous opinion of the Committee that if it is true that a responsible warehouse concern in Chicago will receive, store and reship phonographs on this basis, we ought to seriously consider the idea of relieving our congestion here by storing some of the machines at Chicago.

Mr. McChesney brought up the question of continuing the promotion scheme and remaking the promotion records in the Blue Amberol. Mr. Dolbeer stated that he would like to have a little time to consider the matter and he will be prepared to make a report at the next meeting.

Mr. Iretton raised the question of what our policy is to be in replacing broken and missing diamond points. Mr. Dolbeer stated that we have been resolving all doubts in favor of the customer where replacement is requested. He said that the requests are not numerous. Decided to continue a liberal policy in the replacement of lost or broken diamond points. Mr. Dolbeer will watch this, however, and will bring the matter up again if the number of requests seems to be excessive. When a reproducer is returned here to be repaired and the point is broken or missing, a charge will be made for the point unless a specific claim is submitted that the point was missing or broken when the reproducer was received from us.

Mr. Maxwell stated that Messrs. Edison and Wilson concurred with him in his opposition to the proposed expenditure for an electric sign on the top of the new building of R. S. Williams & Sons Co., Ltd., Toronto. Mr. McChesney stated that he would be governed accordingly.

A revised model of the proposed \$40 concealed horn cylinder machine will be ready for final inspection by the Committee early next week.

The figures submitted by Mr. Dolbeer indicated that a 3 to 1 wax record return allowance is not feasible and it was decided to send out letter renewing the special wax record return allowance of 7-1/2% to jobbers and 5% to dealers by jobbers on machine purchases. Such renewal to take effect April 1st and extend to October 1st, 1913, unless previously revoked which we reserve the right to do.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

W. Wilson

Minutes of the 18th Meeting
of the
Amusement Phonograph Committee
Held April 25, 1913
at 10:00A. M.
In the Executive Committee Room.

Present; Messrs. Nehr, Hird, McCheaney, Stevens, Ireton, Dolbeer and Maxwell. Mr. Wilson was present part of the time. Mr. Leeming also attended. Messrs. Eckert and Redfearn were called into consultation.

Shipment on sixth Blue Amberol list to Pacific coast points will commence April 26th, and to other points the latter part of next week. The Delay has been due to mould trouble.

Sub-committee expects to report on its investigation of mould troubles within a few days. Its report on surface has been again held up because the samples requested by Mr. Miller were not in accordance with his wishes.

Mr. Nehr has moulds for about one-third of the seventh list. Expects to commence coast shipments on seventh list by May 15th.

Will remake six Harry Lauder records for the eighth list. Foreign selections for domestic trade to be considered at next meeting.

Concealed horn cylinder machine with Fire-side mechanism and Diamond Reproducer submitted. Mr. Redfearn reported that the cost of this machine will necessitate a \$50-list price. Another concealed horn cylinder machine with Gem mechanism and Sapphire Reproducer was submitted. This can be sold at \$30 list. A further revision of the cost prices was requested.

Amberola VI has been approved by the Engineering Department. Announcement of A-60, A-80 and Amberola VI to be withheld pending further information from the Manufacturing Department.

Hooker Storage & Forwarding Company, Chicago, will store phonographs on the basis of 10 cents per month for our largest disc model. This includes everything except cartage and insurance. The insurance rate quoted is \$1.25 per hundred. The insurance matter is to be taken up with Mr. Wood.

Babson Bros. probable requirements for Blue Decorated horns to be ascertained.

Schedule of Standard Phonographs to be reduced to 50 per day from 100, after a stock of 500 is accumulated.

Consideration of substitution of casters for gliders on certain disc models. Mr. Leeming is to submit an A-150 equipped with casters.

Next issues of Phonograph Monthly and Phonogram to specialize on Home Recording. Traveling men to receive special instructions and a letter to be issued to the trade.

Mr. Dolbeer to get after all jobbers who do not give satisfactory assurances of their activity on the cylinder product in consideration of the renewal of the special record return allowance.

Mr. Dolbeer will submit some statistics regarding promotion records at the next meeting.

Wm. Maxwell

Chairman.

All.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Mehr reported that shipments of the sixth list to the coast will commence tomorrow. Shipment to other points will commence the latter part of next week. Mr. Dolbeer inquired why the shipment of the sixth list had been delayed and Mr. Mehr stated that it was due to troubles with the moulds. Mr. Maxwell inquired when the sub-committee would be ready to make its report on the Blue Amberol surface and the mould troubles. Mr. Mehr explained that there had been another delay in getting the samples that Mr. Walter Miller desires. The sub-committee is working on the mould question. Mr. Mehr stated that unless there is some further unexpected delay the committee will be able to report on both surface and moulds at the next meeting of this Committee.

With reference to the seventh list, Mr. Mehr said that he has moulds for about one-third of the selections for that list and that about 4,000 records have thus far been made. Mr. Mehr expects to be able to commence coast shipments on the seventh list by May 15th.

Mr. Mehr stated that he is working on the sixth and seventh lists, the British July, and some selections from the foreign catalog. Mr. Ireton reported that the Record Committee has passed fifteen selections for the eighth list, and will complete the selections at the meeting next Monday night.

Mr. Ireton brought up the question of now commencing to remake records in foreign languages for the American trade. Decided after discussion that six Harry Lauder records be put out in the eighth list, to include some not previously listed in this country - the remaining selections to be made by the Record Committee from the best sellers in the Amberol. It was the opinion of the Committee that German is the first language in which we should commence to get out foreign language records for domestic trade. The selection of the German numbers will wait upon Mr. Graf's arrival here in order that we may work as far as possible in harmony with his needs. Mr. Maxwell requested that Mr. Ireton review our sales statistics on foreign language records in this country, and at the next meeting recommend what other languages should be taken up after German.

Mr. Leeming submitted two new concealed horn cylinder models and stated that Mr. Refearn estimated a list price of \$30 on one (Gem mechanism) and \$50 on the other (Pirexide mechanism and Diamond Reproducer). Mr. Dolbeer was of the opinion that it would be unwise to put out a machine at \$50 in view of the fact that we now have a very much appearing machine at \$60. The Committee was unanimous in its agreement with Mr. Dolbeer on this point. Messrs. Bokert and Refearn were called into consultation. The figures will be gone over carefully and the report made at as early a date as possible - not later than the next meeting of this Committee.

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Mr. Leeming reported on Amberola VI stating that it was approved by the Engineering Department yesterday and that he would be able to say something definite about the manufacture thereof by the next meeting of this Committee.

A-60's are coming through at the rate of fifteen per day and this schedule cannot be increased until more room is obtained by the removal of the Primary Battery Plant to Silver Lake. As to the A-80, Mr. Leeming expects to reach the schedule in about two weeks. He expects to be putting through about ten per day next week. Consideration of the announcement of these three new models postponed again until the next meeting of this Committee.

Mr. Leeming submitted letter from Hooker Storage & Forwarding Company, Chicago, wherein they stated that their rate will be 10 cents per month per instrument for storing our largest sized disc phonograph. This includes all labor of putting the goods in and bringing them out of storage but does not include cartage or reshipment. The insurance rate on their building is \$1.25 per hundred. Mr. Leeming will take up the insurance matter with Mr. Wood.

Mr. Hird brought up the matter of blue decorated horns, and stated that we have a five weeks' supply at the rate of 300 per week. Mr. Debever will write Babson Bros. with reference to their probable requirements, the matter to be brought up at the next meeting.

With reference to the manufacture of Standard Phonographs, it was decided to reduce the schedule to 50 per day from 100, after a stock of 500 Standard Machines is accumulated.

Mr. Maxwell read memorandum from Mr. Leeming in which the latter recommended the substitution of casters for gliders on the larger types of machines on which riders are now used. He stated that the additional expense would not be very large. Mr. Maxwell requested Mr. Leeming to submit a model A-150 equipped with casters as suggested in his memorandum and also to ascertain at what additional cost this and other models now using gliders can be equipped with casters.

Mr. Irtson suggested that we make a special feature of the Home Recording outfit in the next issue of the Phonograph Monthly and the Phonograms. Mr. McChesney stated that reference has been made from time to time, House Publications. Mr. Irtson said he meant to devote considerable space - in fact, make Home Recording the principal feature of certain issues. Mr. Maxwell thought that this was a good idea, but pointed out that in his opinion we should concentrate most of our efforts in respect of Home Recording on the sale of new machines, using Home Recording as an inducement to prospective purchasers to buy Edison Cylinder Phonographs in preference to other makes. Mr. Maxwell thought it

would be a very good idea for our traveling men to make their opening talk in connection with the cylinder product on the Home Recording outfit and cause a record to be made by some prospective phonograph buyer. Decided after discussion to adopt Mr. Ireton's suggestion of featuring Home Recording in the next issue of the Phonograph Monthly and the Phonogram, also to get out a letter to the traveling men in accordance with Mr. Maxwell's suggestion, and further to release the letter to the trade prepared by Mr. Maxwell sometime ago on this same subject.

Mr. Ireton called attention to the fact that some of the letters received from jobbers did not contain very satisfactory assurances of renewed effort on the cylinder product in return for the continuance of the special record return allowance based on machine purchases. Mr. Dolbeer requested that all letters of this character be sent to him and that he would take up the matter with every jobber whose assurances are not satisfactory.

Mr. Dolbeer stated with reference to re-making the promotion records in the Blue Amberol that the investigation he has made thus far has convinced him that it would be advisable to do so, but at the next meeting he will submit some statistics for the final consideration of the matter.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

THOMAS A. EDISON, Incorporated

Mr. Edison
7/11/13
Minutes of the 16th Meeting
of the
Amusement Photograph Committee
Held May 1, 1913
at 2:00 P. M.
In the Executive Committee Room.

Present: Messrs. Mehr, Hird, McChesney, Stevens, Ireton, Dolbeer
and Maxwell. Mr. Leeming also attended.

Mr. Dolbeer submitted estimate of the expense
of making a moderate photograph exhibit at the Panama-Pacific Ex-
position which amounted to \$10,292. By working in co-operation
with a San Francisco dealer we can make a dictating machine exhibit
at an expense of not to exceed \$80 a week. Mr. Holden is to be
consulted as to what obligations we assume by taking space and
whether in case we decide to take space now we may later relinquish
it without liability.

Shipment of the 6th list resumed today, to be
continued until completed. Orders for 166,000 records for this
list have thus far been received - there are still seven jobbers
to be heard from.

Expect to commence shipment of 7th list by the
15th.

Sub-committee's report on the Blue Amberol
surface and the mould situation not yet completed.

Decided that Mr. Mehr shall call on Sales
Department for an estimate of number to be stocked by us of every
Blue Amberol selection after first orders are received from the
jobbers.

A recorder and recording horn to be used on
Amberola V and VI were submitted. Mr. Leeming will obtain cost
price on both recorder and recording horn, after which the matter
will be considered by the Committee.

Further consideration of the matter of sub-
stituting casters for gliders on disc models postponed until Mr.
Leeming obtains cost figures from Mr. Eckert.

Mr. Leeming submitted report on Amberola
VI's, A-80's and A-60's.

Arrangements with Tooker Storage & Forwarding
Co., Chicago, have been consummated, under which arrangements they
will store our largest disc machine at the rate of 10 cents per ma-
chine per month. This charge includes unloading of the car and the
proper storing of the goods, as well as the setting out of such
cases as we may desire to have shipped from there from time to time.
The insurance rate is \$1.25 for \$100 valuation placed on the goods.

Decided to convert the ethered oak cabinets
for Amberola I which we have in stock into golden oak as demand

occure for latter - some when fumed oak are required.

As soon as sample case for Amberola VI is approved, fifteen of these will be made up for the traveling men.

Decided to discontinue the manufacture of Home, Triumph, Gem and Standard machines until further notice from the Sales Department.

Further consideration of cutting down of assembling schedule on Fireside machines postponed until next meeting.

Consideration will be given to the subject of what our fall phonograph line is to be at the next meeting.

Decided to get out an inexpensive supplement of British records for the Canadian trade, such supplement to be used as a list from which jobbers and dealers in Canada can order.

Mr. Ireton has not yet had an opportunity to tabulate information concerning foreign records.

Consideration of promotion records postponed until next meeting owing to the necessity for adjournment.

DETAILS ON FOLLOWING PAGES.

Mr. Maxwell read memorandum from Mr. Dolbeer concerning the Panama-Pacific Exposition, in which Mr. Dolbeer stated that while Mr. Edison was opposed to the idea of spending a large sum on an exhibit at this exposition, he thought Mr. Edison might not be opposed to a phonograph exhibit on a moderate scale. Mr. Dolbeer's estimate of the expense of making such an exhibit is as follows:

Space Sq. Ft. - - - - -	1500	
Installation - - - - -		\$2000.00
Salaries, per week - - - - -		79.00
Incidentals, per week - - - - -		100.00
Salaries, for a period of 42 weeks - - -		\$3318.00
Total Incidentals - - - - -		4200.00
Additional item of two men from the factory to Frisco and return, traveling expense - - - - -		300.00
Salaries 6 extra weeks; 4 for installation and 2 for dismantling - - - - -		474.00

which gives a gross sum of - - - - - \$10292.00

Mr. Durand stated that he would also like to make an exhibit at this exposition and considered that he could do so at an expense not to exceed \$50 a week - by working in co-operation with the San Francisco dictating machine dealer, or in case the Amusement Phonograph Department made an exhibit, going in with them. Mr. McCheesney inquired whether if we took space now we could later relinquish it without liability. Mr. Dolbeer stated that such is his understanding. Mr. Durand was of the opinion that we would ultimately find it desirable to exhibit and that it would be advisable for us to reserve some space at this time provided we could later relinquish it. Mr. Maxwell suggested that the reservation of space contract be submitted to Mr. Holden that he may advise us what obligations are assumed by making a reservation. Mr. Dolbeer will take this matter up with Mr. Holden.

Mr. Nehr stated that shipment of the sixth list will be resumed today and continued until completed. Mr. Nehr stated that the orders thus far received for the sixth list amount to 166,000. Mr. Ireton stated that seven jobbers have not yet placed their orders.

Mr. Nehr reported that we now have one or more moulds of every selection in the seventh list. He expects to commence shipment of the seventh list by the fifteenth.

Mr. Maxwell inquired about the sub-committee's investigation in regard to moulds and Blue Amberol surface. Mr. Nehr stated that Mr. Miller is having a cleaning apparatus designed

and that there is still some further investigation to be made. Mr. Nehr stated that the discarding of moulds due to careless handling continues as great as ever. IN commenting on the mould situation Mr. Nehr stated that 60% of the moulds for the fifth list had to be remanufactured. During the past few days forty-two moulds have been discarded - on the sixth list alone, twenty-two moulds discarded during the past few days. Mr. Maxwell inquired whether in Mr. Nehr's opinion the sub-committee were going to be able to correct the trouble which is responsible for the wholesale spoiling of moulds. Mr. Nehr stated that he thought the Committee would be able to do so but that they have been held up by the experimental records going astray and the necessity of making a new set.

Mr. Leeming brought up the question of a maximum and minimum limit on Blue Amberol production after the stock orders from the trade are received. There followed an extended discussion. Mr. Maxwell stated that he thought Mr. Nehr should, after the first orders are received from the jobbers, call on the Sales Department for an estimate on every selection of each list, and it was so decided by the Committee.

Mr. Leeming submitted a recorder and recording horn which can be used on Amberolas V and VI. Mr. Ireton was of the opinion that it would not be advisable to announce a recording apparatus to the trade, but that we supply it when requests are made for it. Mr. Leeming argued that if we are going to exploit Home Recording as planned, we ought to let the public know that we have recording apparatus for Amberolas V and VI as well as our other models. Mr. Maxwell suggested that Mr. Leeming submit the necessary information to Mr. Walter Eckert and get a cost price on both the recorder and the horn, the matter to be then considered by the Committee.

Mr. Leeming stated that he has an A-150 Disc Phonograph equipped with casters in place of gliders ready for the inspection of the Committee in his room, but he has not yet received information as to what the additional cost will be. Decided that Mr. Leeming obtain cost figures from Mr. Eckert whereupon the Committee will give further consideration to the matter.

Mr. Leeming submitted the following report on Amberola VI, A-80 and A-60.

"Amberola VI's - 78 of these machines have been put in cabinets and sent through to date. 184 more movements have been changed over and provided with the new method of drive to eliminate the tremble and there are still 45 more movements to be changed likewise. Beginning Monday, May 5th, we will

start to put up 25 per day and gradually increase to 50 per day as the parts come along."

"A-60's and A-80's - We are now averaging 16 per day of each of these types which also will be increased gradually as the parts are received by Mitchell."

Mr. Dolbeer requested Mr. Hird to advise him on Tuesday of next week what the situation is so that he can consider the advisability of getting out a bulletin to the trade and commencing shipments.

Mr. Dolbeer read memorandum from Mr. Leeming announcing consummation of arrangements with Toker Warehouse Co., Chicago, for storage of disc phonographs, and giving instructions concerning same. Mr. Dolbeer suggest that this memorandum be incorporated in the minutes.

"Please note that arrangements have been consummated with the Toker Storage & Forwarding Co. of Chicago, Ill., whereby we may ship disc phonographs in carload lots via the Erie R. R. to their warehouse, 14th St., Erie R. R. Terminal, Chicago, to go in storage at that point."

"To handle this proposition it will be necessary to put a serial number on each case, starting at No. 1 and running up. Mr. Hird should arrange to keep a record of these serial numbers showing just what kind of a disc phonograph is contained in each case, together with the finish and other particulars."

"Each time a shipment is made to the warehouse in Chicago, under this arrangement, Mr. Hird will take up immediately the question with Messrs. Berggren and Eckert as to the insurance to be placed on same and also the proper method of accounting the transaction."

"Later on when shipments are made to the jobbers in the West from this stock at Chicago, the instructions should be issued by Mr. Hird to the Traffic Department, which should handle all negotiations with the Toker Storage & Forwarding Co."

"The storage charge will be 10 cents per case, per month, and this expense will cover the unloading of the car and the proper storing of the cases in the warehouse; also the setting out of such cases as

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we designate from time to time which the Josephs Stockton Co. will call for on notification from the Traffic Department."

"The insurance rate will be \$1.25 for each \$100 valuation placed on the goods. In the event of the total amount of insurance being reduced before one year is up, a pro rata charge will be made; in other words, they will refund the premium paid down to the following basis:

For one month, the charge is 25 cents per \$100.00					
" two months "	" "	" 37½ "	" "	" 100.00	
" three " "	" "	" 50 "	" "	" 100.00	
" four " "	" "	" 62½ "	" "	" 100.00	
" five " "	" "	" 75 "	" "	" 100.00	
" six " "	" "	" 87½ "	" "	" 100.00	

"The Traffic Department will note that the Tooker Storage & Forwarding Co. must have a manifest or memo bill for every car we ship, showing that the car contains so and so many instruments, giving the name or consecutive number so that they can enter same on their stock book and thereby render to us from time to time an accurate report on the amount of stock on hand."

"Mr. Berggren will note that the Warehouse Co. will show on their warehouse receipt 'Loss or damage by fire or water, ratage, leakage, shrinkage, the elements, frost, civil or foreign strife or from the inherent or verifiable nature of the property, at owners' risk'. All that the Warehouse Co. is responsible for is the delivery on our order such goods as we may designate from time to time."

"All papers in connection with this transaction are attached to Mr. Rogers' copy of the memo for his files."

Mr. Maxwell inquired whether smaller types could be stored at less than 10 cents per month. Mr. Leeming thought that a lower price might be obtained for the A-60's and A-80's should we later decide to store some in Chicago.

Mr. Hird brought up the question of Amberola I cabinets in golden oak. He stated that we now need to place an order and the question is whether we should make them here or purchase them outside. He stated that we are using about four per week. Mr. Leeming stated that we have 156 weathered Amberola I cabinets in stock and that our shipments are about one per week.

He thought it might be a good idea to convert some of these into golden oak rather than to place an order for complete new cabinets at this time - this despite the loss that would be entailed. The same could be done in supplying fumed oak cabinets. Decided after discussion to adopt Mr. Leeming's suggestion and convert the weathered oak cabinets as stated.

Mr. Leeming complained that the holding of the Committee today instead of at the regular time tomorrow has found him unready to submit the two new concealed horn cylinder machines revised in accordance with the Legal Department's suggestions. He stated that he would be ready tomorrow morning and that the Cost Department would also be ready. The Committee will assemble for the purpose of examining the machines at 10:00 A. M. Friday morning.

Mr. Dolbeer called attention to the fact that fourteen sample cases for Amberola VI machines will be required for the traveling men. Mr. Hird stated that one sample is being made now. When it is approved, fifteen will be made up.

Mr. Leeming reported that we now have 635 Standard machines in stock. Mr. Dolbeer stated that he has not yet received an answer to his inquiry to Balsam Bros. as to their requirements. Decided after discussion to discontinue the manufacture of Standards until such time as the Sales Department considers it necessary to resume. The Sales Department will give the Production Department notice. Mr. Leeming also brought up the same question in respect of the Gem and it was decided to discontinue manufacture of the Gem until further notice from the Sales Department.

The advisability of cutting down the assembling schedule on Firesides without curtailing the making of the parts was discussed, and put over until the next meeting for further consideration.

Mr. Hird submitted the following statement:

REPORT ON CYLINDER PHONES.

Week ending April 5th.

	<u>Gem.</u>	<u>Fireside</u>	<u>Standard.</u>
Orders Received	49	194	680
Shipments	60	298	452
Unfilled Orders	74	324	454
In Stock	144	162	351

Week ending April 12th.

Orders Received	1	111	29
Shipments	6	93	37

	<u>Gem</u>	<u>Firestone</u>	<u>Standard</u>
Unfilled Orders	8	342	446
In Stock	137	321	490
Week ending April 19th.			
Orders Received	17	46	17
Shipments	17	102	446
Unfilled Orders	3	286	18
In Stock	127	341	312
Week ending April 26th			
Orders Received	16	70	28
Shipments	16	65	29
Unfilled Orders	9	291	17
In Stock	168	465	635

After discussion it was also decided to discontinue the manufacture of Home and Triumph machines until the Sales Department shall give notice to the Manufacturing Department to resume.

Mr. Maxwell inquired about the Gem mechanism for the proposed concealed horn cylinder machine. Mr. Leeming said that we are in a position to start manufacturing this mechanism if the concealed horn cylinder machine is adopted. Mr. McCheaney observed that in his opinion it is very important that we decide between now and June 1st what our phonograph line will be next fall, and that this Committee ought at each meeting between now and June 1st give some consideration to that subject. Messrs. Ireton and Dolbeer agreed. Mr. Maxwell remarked that this involved the consideration of two principal subjects: (1) Whether it will be physically possible for us to have two new concealed horn cylinder models ready by the fall. (2) Whether we ought to eliminate all of the horn models. He requested that this matter receive the consideration of the members of the Committee between now and the next meeting.

Mr. McCheaney read letter from R. S. Williams, Toronto, in which the latter request us to list British records in the Phonograph Monthly and also get out a supplement. Decided after discussion to prepare an inexpensive supplement of British records for the Canadian trade, but not to announce the British records in the Phonograph Monthly. The proposed supplement or folder will be used as a list from which the jobbers and dealers in Canada can order, and also order in proper quantities for circulation to phonograph users.

Mr. Ireton stated that he has not yet had an opportunity to tabulate the information on foreign records.

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Mr. Maxwell stated that he has Mr. Dolbeer's memorandum about promotion records but that it would be necessary to postpone consideration of this and several other matters owing to the necessity of adjournment.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

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Mr. Edison

Minutes of a Special Meeting.
of the
Amusement Phonograph Committee
Held May 2, 1913
at 10:00 A. M.
In the Executive Committee Room.

Present: Messrs. McCheesney, Stevens, Nehr, Iretson and Dolbeer
Absent: Messrs. Maxwell and Hird. Mr. Leeming also attended.

Samples of the two new concealed horn machines were submitted, same to be sold at \$30 and \$50 list as per cost prices submitted by Mr. Redfearn.

Reproduction on the model with Fireside mechanism very satisfactory. Committee not so favorably impressed with reproduction on the Gem, and suggested that Messrs. Nehr, Morris and Leeming make further experiments along the line of improving the reproduction. This model is to be again submitted to the Committee the early part of next week.

Both machines are to be submitted to the Engineering Department as soon as possible.

Two complaints have been received that the A-60 will not play a 10" record. It is thought that this difficulty can be eliminated by using a linen belt instead of a leather one.

Babson Bros's needs for Standard machines will not exceed 1000 - possibly not more than two or three hundred.

Assembling of Standard machines discontinued, but parts for 1000 machines are being prepared for general use.

It was suggested that we call the new concealed horn model with Gem mechanism, Amberols X, and that with Fireside mechanism, Amberols VIII.

Consideration of promotion records in Blue Amberol postponed until next meeting because of Mr. Maxwell's absence.

Mr. Iretson and Mr. Leeming will submit memoranda at the next meeting pointing out why the manufacture of horn type cylinder machines should be discontinued.

Mr. Dolbeer expressed the opinion that there is immediate need for increasing the production of disc machines.

Three or four of the jobbers have agreed to put on additional traveling men under the 50-50 plan.

Several of the jobbers have expressed their intention of co-operating with us in pushing the cylinder product.

Exact cost of Amberol records is now in the hands of Mr. Eckert. Revised costs on Gem and Fireside hornless phonographs to be handed to Mr. Wilson for his consideration.

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Complete report on the concealed horn types to be submitted not later than next Friday. Some revised tops for the Gem will also be submitted.

DETAILS ON FOLLOWING PAGES.

Mr. Leeming submitted samples of the concealed horn cylinder machines with Gem mechanism and Fireside mechanism. Mr. Redfearn submitted cost prices which indicate that the Gem machine will have to be listed at \$30 and the Fireside at \$50. The cost prices are going to be handed to Mr. Wilson for his consideration and he will probably instruct the Committee as to what price they will be sold at, as per his decision made before the Committee a week ago.

The Committee were very much impressed with the reproduction on the Fireside machine but not so favorably in regard to the Gem type, although an N-56 reproducer was tried on the Gem with better results than with the ordinary N. It was the impression of the Committee that these machines ought to be listed at \$25 and \$40 if possible, but certainly not at \$50 which is the price Mr. Redfearn has submitted. The Committee were not wholly satisfied with the reproduction on the Gem and have suggested that further experiments be made along the line of improving the reproduction by using another reproducer or increasing the reproducer weight.

The Committee suggest that Messrs. Leeming, Nehr and Morris make some further experiments along this line and let us hear it again the early part of next week. In the meantime the prices are to be submitted to Mr. Wilson for his consideration.

In order to hasten the production of these machines it was decided that both of these types be submitted to the Engineering Department at the earliest possible moment, so as to enable us to fully decide what our line will be prior to June 1st, so that the complete line may be announced for the fall trade. Mr. Leeming will urge upon the Engineering Department the necessity for the utmost haste in reporting on these machines.

We have already had two complaints relative to the A-60 disc instrument owing to the fact that it would not play a 10" record. One complaint was made by Pardee-Flenberger Co. that they had opened three of those machines and none of them would play a 10" record through. The other report was made by Laurence Lucker, Cleveland, Ohio, advising that the belts had evidently stretched. It is the impression of Messrs. Morris and Leeming that the solution of the difficulty would be to provide the instrument with a linen rather than a leather belt.

Mr. Dolbeer read a letter from Babson Bros., Chicago, Ill., dated April 30th, 1913, which was in reply to his of April 26th asking them to estimate on how many Standard machines they would use between that date and July 1st. Babson's reply was that they had discontinued their advertising for the

present but if their May advertising pulls fairly well, they would go in heavily in June. His closing paragraph reads:

"I do not think it is likely we will use a great many more, surely not to exceed 1000, possibly only two or three hundred."

Mr. Leeming advises that he has discontinued the assembling of the Standard machines and that we now have 635 in stock, but that he is purposely preparing 1000 Standard parts for general use.

Mr. Ireton brought up the question of naming the new concealed horn types of cylinder machines and suggested the advisability of calling the Fireside, Amberola VIII, and the Gem, Amberola X. This will permit of our inserting two additional models and calling them Amberolas VII and IX.

Mr. Dolbeer made the statement that he had provided Mr. Maxwell with a memorandum relative to the production of the promotion records in the Blue Amberol, but as Mr. Maxwell was not present, this will have to be held over until the next meeting. The Committee were unanimous in their opinion that the promotion records should be made up in the Blue Amberol at the earliest possible moment in view of the success of the original plan.

Mr. Ireton brought up the question of discontinuing the horn type cylinder machines and eliminating them from the catalog which is to be used next fall, and it was suggested that Mr. Ireton prepare a memorandum to submit to the Committee giving his reasons for making this suggestion. After discussion Mr. Ireton brought up the point that it might be well to ask Mr. Leeming to point out why horn type cylinder machines should be discontinued from a manufacturing standpoint, due to the fact that it will be impossible from Mr. Dolbeer's point of view to produce enough disc instruments to take care of the trade demands for the coming fall. Both Mr. Ireton and Mr. Leeming will submit their memoranda at the next meeting.

Mr. Dolbeer is of the opinion that there is some immediate need for increasing the production of disc machines for fall use, as he feels confident that if we once obtain a suitable quantity of disc records that we will be in the same position regarding the machines that we are now in regard to disc records.

The question was brought up of placing some additional traveling men on the road in vacant territory, and Mr. Dolbeer reported that the matter was discussed with Messrs. Wilson and Maxwell, and that it was decided for the present at least not to add any additional traveling men to our own traveling

force. Mr. Dolbeer reported that he has taken the matter up with the jobbers of placing some additional men as jobbers' men on the road selling cylinder goods, and noted that several replies have been received. In three or four cases the jobbers have agreed to do so.

Regarding data on the activity of the jobbers on the cylinder product Mr. Dolbeer reported that he has received several letters indicating that the jobbers intend to co-operate with us on this line, and he is still following this up and writing letters on the subject.

Regarding the exact cost of Amberol records I find that Mr. Redfearn and Mr. Mamert have already taken this matter up, and their price is now in Mr. W. L. Kkcert's hands. As to the revision of costs on Gem and Fireside hornless phonographs, Mr. Redfearn submitted figures and they are to be handed to Mr. Wilson for his personal consideration.

Mr. Leeming will report on the concealed horn types not later than next Friday, giving us all the facts and also will have some revised tops for the Gem.

There being no further business the meeting adjourned.

F. K. Dolbeer,

Acting Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Rokert and Leeming.

THOMAS A. EDISON, Incorporated

Mr. Edison

Minutes of a Special Meeting
of the
Amusement Phonograph Committee
Held May 6, 1913
at 9:30 A. M.

In the Executive Committee Room.

Present: Messrs. Nehr, Hird, Dolbeer, McChesney, Ireton and
Maxwell. Absent: Mr. Stevens. Messrs. Morris, Driscoll, Leeming
and Nicolai also attended.

Mr. Leeming again submitted models of
concealed horn cylinder machines, designed to sell at \$30 and \$50
respectively. The \$30 machine was played with a reproducer
designed by Mr. Morris who stated that a 2000 wear test had been
made. The Committee was unanimous in its approval of the tone
qualities of this new reproducer. Mr. Dolbeer suggested that it
also be used on the \$50 machine provided we could thereby get the
price down to \$40. The other members of the Committee agreed?

Mr. Maxwell requested Mr. Leeming to
submit both models to the Engineering Department and to get re-
vised costs from Mr. Eckert based on the use of this new reproduc-
er.

An automatic stop designed by Mr. Dris-
cole was submitted. Mr. Driscoll submitted the following memo-
randum in regard to this automatic stop.

"The automatic stopping device
shown in my suggestion for improvement, #4108, over-
comes several difficulties now found in the devices
at present on the Pino A-150, 200 and A-250, the
principal one being the ability to set the automatic
stop arm so as to stop the motor at the end of the
music path of any record."

"My device consists of only eight
pieces and the drilling of two holes in the top
plate, the one now used on the A-250 machines has
fourteen pieces and four holes in top plate, and the
one used on the A-150 and 200 has seven pieces and
three holes in top plate; thus by using this new
device on all three machines there will be a saving
of four pieces and the drilling of four holes in
top plates."

"Of the eight pieces in the new
device, six are stock parts now in use."

"Another advantage of this device is
that it is possible to have the friction pad on
the stop lever high enough to give it a full
bearing on the inside of turntable flange without

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having it come in contact with the radial depressions in the table when operating the starting lever as in the present devices.

(signed) F. E. Driscoll.

After examining the operation of the stop, the Committee recommended that it be submitted to the engineering department.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs/ Edison, Wilson, Eckert, Berggren, and Leeming.

Mc Chesney TCE

Minutes of the 20th Meeting
of the
Amusement Phonograph Committee,
Held May 9, 1913
at 10:00 A.M.
In the Executive Committee Room.

Present: Messrs. Hird, Stevens, McChesney, Dolbeer, Ireton, Ives
and Maxwell. Mr. Wilson present part of the time.
Absent: Mr. Fehr.

Announcement of Amberola VI and Disc A-80
postponed for another week. Mr. Leeming to report at next meeting
when we can commence shipping samples and deliver jobbers' stock
orders.

Consideration of costs shows proposed new
model, Amberola VIII, can be sold at \$45 list with Sapphire Re-
producer and a discount of 50% allowed. If Amberola X is sold at
\$30 list, 40% is largest discount possible unless considerable
sacrifice of general expense is made. Matter to be taken up with
Mr. Edison.

Disagreement as to advisability of making
further wax record return allowance to trade. Mr. Maxwell opposed
to any further allowance unless it is one which will insure in-
creased Blue Amberol record sales as, for example, a sufficiently
large allowance on Combination Attachments which will result in
dealers making a special campaign. Subject to receive further
consideration.

Question of dropping horn cylinder machines
from the line to be considered when Mr. Wilson reports on prices
and discounts on Amberolas VIII and X.

Mr. McChesney to obtain samples of disc
record envelopes to take the place of boxes we are now using - the
same to be submitted to Mr. Edison.

Mr. Dolbeer submitted analysis of traveling
men's reports in respect of wax record stocks.

Mr. Dolbeer and Mr. Ireton to get up some
questions to be used by Mr. Madison in collecting information from
the hundred dealers it is proposed to have him visit.

Mr. Ireton submitted statistics on domestic
sale of foreign records during 1912. Sales have been very small.
Mr. Stevens is to make a report and recommendation for the con-
sideration of the Committee.

Decided to make up in the Blue Amberol from surplus selections already recorded twelve promotion records, to be sold to jobbers at 18 cents, and to dealers at 23 cents; five of these to be given away in exchange for promotion certificates instead of six allowed under the old plan.

September list of Blue Amberol records to be increased to approximately fifty selections by drawing on our old catalog. This number to be maintained as long as conditions warrant.

Fair results reported from work of traveling men on Blue Amberol. Letter prepared by Mr. Maxwell will be sent out to all traveling men at once.

Mr. Iretton reported that six jobbers have accepted our 50-50 proposition to put men at work on the cylinder line exclusively.

Mr. Ives reported on the Ohio, Iowa and Pennsylvania plans for the sale of the school machine. The Ohio plan is to be extended to Michigan and Minnesota.

Discussion of Mr. Edison's intention to get out some selected folk dances. Decided that school phonograph booklet be printed with general reference to this without waiting to include a list of the folk dances.

Reference to pending development in school music publishing field.

Announcement by Union Specialty and Plating Co. of their attachment to play Victor or Columbia records on Edison Disc Phonograph referred to Mr. Edison. (Mr. Wilson informs me that Mr. Edison is already familiar with this - Chairman).

DETAILS ON FOLLOWING PAGES.

Mr. Dolbeer inquired as to Amberola VI and A-80 Disc, with a view to ascertaining how soon we shall be able to ship samples to jobbers and make an announcement to the trade. Mr. Hird stated that both models are coming through the shop and that we now have about 100 of each. He expects to have 200 of each by the last of next week. The announcement of these two models will have to be postponed for approximately another week. Mr. Dolbeer stated that he would like to have Mr. Leeming make a report to the Committee at the next meeting of the date on which we can commence shipping samples and when we shall be able to make delivery of jobbers' stock orders.

Mr. Maxwell inquired concerning orders for disc photographs in the period furniture models and Mr. Hird submitted the following:

A-450	Cir. Wal.	Louis XVI	- - - - -	26
A-425	"	"	- - - - -	22
A-400	Mahogany	Louis XVI	- - - - -	9
A-375	Cir. Wal.	Louis XV	- - - - -	45
A-290	Mahog.	Sheraton Marquetry	- - - - -	59
A-275	"	"	- - - - -	38

Mr. Maxwell asked concerning the sale of Amberola III and Mr. Hird reported that we are selling on the average 22 per week.

Mr. Wilson submitted cost figures on proposed new hornless cylinder models, Amberola VIII and X, from which it appears that Amberola VIII can be sold at a list price of \$45 with Sapphire Reproducer and a discount of 50% allowed to jobbers. However, if a list price of \$30 is placed on Amberola X, 40% is the largest discount that seemingly can be offered. Messrs. Dolbeer and Irwin were of the opinion that Babson Bros. could not sell the machine for more than \$30 and that they would not be satisfied to handle it at a 40% discount. There followed some discussion of the probable sale of Amberola X if a list price of \$30 could be established and a 50% discount allowed. Mr. Wilson will take this matter up with Mr. Edison for the purpose of discussing whether it will be advisable to sacrifice a larger share of our general expense in order to put this model out at a saleable price and discount.

With reference to recent visit here of Messrs. Blackman, Buehn and Blish, representing the Jobbers' Association, who urged us to make some additional record return allowance to accelerate the cleaning up of jobbers' wax record stocks, and suggested a three or four to one return allowance, Mr. Maxwell stated that he was opposed to this because he felt that the cleaning up of a dealer's wax stock in this way meant a sacrifice of our profits without any assurance that the dealer will largely increase his sales.

Mr. Maxwell was in favor of making a very liberal return allowance on Combination Attachment sales, believing that the increased sale of Combination Attachments would inevitably bring an increased sale of Blue Amberol records. Mr. Dolbeer was inclined to favor something along this line and submitted some figures which were discussed with Mr. McKeeney. Messrs. McKeeney and Ireton are not inclined to approve of the plan on the ground that it is too small and trivial to get anywhere. Mr. Ireton thought that the offering of such an additional allowance would not increase the Attachment sales. Mr. Maxwell thought it would if properly handled. He furthermore wished to go on record as being opposed to any further allowances to dealers except such as they earn by doing things upon which we condition the allowances - things other than the purchase of goods in the ordinary course of trade, meaning that additional allowances should be the result and reward of increased activity. The matter will receive further consideration between now and the next meeting.

Mr. Ireton brought up for consideration the question of dropping horn cylinder machines. Decided after discussion to postpone consideration of this until Mr. Wilson makes further report on the prices and discounts on Amberolas VIII and X.

Consideration of cutting down of manufacturing schedule on Firecoils without stopping the manufacture of parts put over again until the next meeting.

Mr. Dolbeer reported that Mr. Edison was in favor of dropping the use of the disc record boxes and adopting envelopes, perhaps of a better quality than the one we are now using for the \$1 type of record. With reference to the use of different colors for each different price Mr. McKeeney said it would be somewhat difficult to get a sufficient number of colors of attractive and artistic appearance. Mr. McKeeney will obtain some samples for Mr. Edison's consideration.

Mr. Dolbeer submitted the following analysis of reports made by traveling men from March 1st to May 7th, showing Amberol and Standard records on hand with dealers called on by the traveling men.

Number of dealers visited	- - - - -	463
Stock on hand: Amberol	- - - 364,443	Standard - - 309,834
463 dealers had on hand	364,443 Amberol records	
379 dealers had on hand	309,834 Standard records	
84 dealers had no	Standard stock.	
Average dealer's stock	Amberol --- 784	
Average dealer's stock	Standard -- 817	
Total Amberol and Standard in hands of dealers	visited	- - - - - 674,267.

Mr. Maxwell submitted a memorandum prepared by Mr. Wilson, containing some questions which Mr. Wilson wants answered by Mr. Madison who is to visit a hundred or more dealers for the purpose of getting information about wax record stocks. This memorandum was handed to Mr. Dolbeer who in collaboration with Mr. Ireton will add additional questions and make some suggestion as to the towns which should be visited.

Mr. Ireton submitted list of our foreign record sales during 1912, from which it appears that the business in foreign language records in this country has been very small. Mr. Ireton remarked that the foreign record business in this country is a thing you either have to get into in the right way or stay out of altogether. He pointed out that our selection of foreign language records compares so unfavorably with other manufacturers' that we might as well not have any. Mr. Dolbeer expressed the opinion that this foreign record matter is one which should be treated from the standpoint of Mr. Stevens. Mr. Maxwell requested Mr. Stevens to make a report to the Committee covering the foreign record situation as he sees it. In connection with this report and the information from Mr. Graf, the Committee will at that time consider what foreign records should be remade from the old list and to what extent the domestic sales department can exploit the new foreign records which Mr. Stevens desires.

The meeting was thereupon adjourned until 3:00 P. M.

Meeting reconvened at 3:00 P. M.

Mr. Maxwell read memorandum from Mr. Dolbeer concerning promotion records, showing that since the plan was put into effect we have received 4,706 certificates, proving that at least that many machines have been sold as a result of the promotion plan. Furthermore we have shipped out 146,778 promotion records or enough to cover 24,453 machines. Mr. Dolbeer was in favor of making twelve new selections in the Blue Amberol to be used in connection with the promotion scheme. Mr. Maxwell was of the opinion that the trade must have 100,000 or more of the new promotion records on hand, and thought in putting out these new Blue Amberol promotion records we ought to charge the jobbers a higher price - say 18 cents. Mr. Ireton suggested that the number permitted to be given away be reduced from six to five and that the jobbers be charged 18 cents per record and the dealers 23 cents. Mr. Dolbeer agreed with this suggestion and it was so decided. Mr. Dolbeer has already made his selection of the tunes he wants used, the same having been selected from a collection of records made in the past which have never been used. Mr. Ireton will arrange for the making and announcement of these records.

Mr. Ireton read letter from Mr. Goodwin recommending that we immediately get out 200 additional selections from our old catalog in the Blue Amberol. Mr. Ireton called attention to the fact that we are now making up the September supplement. After discussion it was decided to bring the September supplement up to fifty numbers by added selections from the old catalog, and that we continue the supplements thereafter at fifty records per month as long as the situation seems to justify it.

Mr. Maxwell inquired what results are being obtained by the traveling men who are carrying cylinder samples only. Mr. Ireton stated that Mr. Scott in Connecticut and Massachusetts is doing excellent work. Mr. Chew in New York state is not getting good results. The rest of the men are producing fair results. While carrying no disc samples these men are nevertheless selling some disc goods. Mr. Ireton will immediately send out the letter to traveling men prepared by Mr. Maxwell.

Mr. Maxwell inquired how many jobbers have accepted our 50-50 proposition on a new traveling man to work the cylinder line exclusively. Mr. Ireton stated that six have done so.

Mr. Maxwell asked Mr. Ireton if Mr. Hird could immediately furnish us with the sale on stock records for the past three months. Mr. Ireton will obtain this information.

Mr. Ives reported with reference to the Ohio plan that about forty dealers have sent in lists of school officials. Mr. Ireton stated that he has written all of these Ohio dealers urging the importance of getting a sample school machine and a

full set of school records in order to be able to co-operate with us and give demonstrations. Mr. Ireton will follow these letters up. Mr. Ives stated that about six replies per day are being received from the superintendents and school principals in Iowa, and Mr. Ireton stated that he is making such of these inquiries the occasion for urging a dealer in the vicinity to put in a sample school phonograph. He will follow this correspondence up the same way as he is doing in Ohio.

With reference to the Pennsylvania plan Mr. Ives stated that he has made an arrangement with one commission man and has arrangements pending with about a dozen others. He will be able to gradually cover the state. The best results from this plan should come during the month of July.

Mr. Ives suggested that we extend the Ohio plan to some additional states without waiting for a further test of the efficacy of the plan. Mr. Ireton agreed. Decided after discussion to extend the Ohio plan to Minnesota and Michigan.

In view of the fact that Mr. Edison is not satisfied with the folk dance music which is being used at present in the schools and intends to furnish something more musical but in the same tempo and number of measures, Mr. Maxwell inquired whether in Mr. Ives' opinion it is advisable to print the proposed school phonograph booklet at this time. Mr. Ives stated that he considers it is and proposes to cover the folk dance question in a general statement to the effect that "Mr. Edison will have something new to offer along this line. Mr. Ives will go over the list of records with Mr. Ireton and will then submit the copy to Mr. Maxwell. The copy is in readiness.

Mr. Ives stated that a pending development in the school music publishing field is likely to make a decided change in the sale of phonographs to schools. The situation was discussed confidentially by Mr. Ives who is closely in touch with it. At the proper time Mr. Maxwell suggested that the principal persons concerned in this matter be brought out here to Orange.

Mr. Maxwell submitted letters from Frank E. Bolway and T. H. Thorne Co. enclosing in each case a letter from the Union Specialty and Plating Company, Cleveland, Ohio, announcing attachment to play Victor or Columbia records on the Edison Disc Phonograph. Copy of the announcement of the Union Specialty & Plating Company will be passed on to Mr. Edison.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. E. E. E. E.

Mr. E. E. E. E.

Minutes of the 22nd Meeting
of the
Amusement Phonograph Committee
Held May 22, 1913
at 10 A. M.
In the Executive Committee Room.

Present: Messrs. Nehr, Hird, McChesney, Stevens, Ireton, Wilson
and Maxwell. Absent: Messrs. Dolbeer and Ives.
Messrs. Berggren, Eckert and Redfearn also attended.

Mr. Hird submitted the following report on
Blue Amberol record production from the sub-committee, consisting
of Messrs. Miller, Nehr and Hird:

REPORT OF SUB COMMITTEE TO INVESTIGATE THE
MANUFACTURING PROCESS OF BLUE AMBEROL RECORDS.

Rough Surfaces

Cause: Lint, Mould Scratches, Locked
Air, Buckles and Run Outs.

Lint

The product is now partly free from this defect and
experiments now being conducted we believe will eliminate the
trouble to a large extent.

Mould Scratches

These are due principally to the present design of
mould which is not properly adapted to this process. The
contemplated change of bevel will overcome this trouble; in
the meantime scratched moulds are being gradually withdrawn
from use.

Locked Air

This defect was largely due to the collapsing of the
moulds under pressure closing the air vents causing the air
to become trapped between the material and the mould which
creates a general rough surface.

Buckles and Run Outs

These are due to the thinness of the material used,
but experiments now being conducted with thicker material
indicate that its use will materially improve the product in
this respect.

We have a large stock of thin material to use up and
the manufacturers will require three weeks in which to change
over their machines to produce the heavier stock.

In six weeks from date we should show a great improvement in our product.

Destroyed Moulds

We have found that a number of moulds have been destroyed by operators maliciously and have put into effect a charge system whereby the cost of each mould so destroyed shall be borne by the guilty parties.

High Cost of Labor as shown by Chart

This condition as shown is explained by the fact that the full number of hands were retained in all departments during the period when production was stopped due to action of Mr. Philpot who made the claim that the moulds were improperly made and discontinued their use.

Steps have been taken to reduce the labor cost by laying off surplus help and distributing the operators to best advantage which method should reduce the cost of labor below its past normal figure.

Respectfully submitted,

May 22nd, 1913.

W. H. Miller
W. F. Nehr
A. M. Hird.

There followed a discussion of the increased expense due to the thicker material which it is proposed to use, and Mr. Nehr stated that the lessened number of discards as a result of the use of this thicker material will more than compensate the additional expense. He stated that he had consulted Mr. Edison and that the latter shares this opinion.

Mr. Ireton suggested that the sub-committee be continued until all of the troubles in connection with Blue Ambefol production are removed. After discussion it was so decided.

Mr. Wilson inquired whether Mr. Weber understands that he is not working under Mr. Nehr. Mr. Nehr stated Mr. Weber understands that he is an inspector entirely independent of the record production department. Mr. Wilson stated that this should be clearly understood and that he will issue a memorandum on the subject.

Mr. Ireton submitted report from forty-five jobbers showing their record stocks. From this report it appears that these forty-five jobbers have in stock 648,415 two minute wax records, 708,593 four minute wax records and 175,677 Blue

Amberol records. Mr. Ireton stated he understands that the Talking Machine Jobbers' Association is collecting statistics from jobbers as to their wax record stocks with a view to considering the matter at the Talking Machine Jobbers' convention in the forepart of July. Mr. Wilson stated that he assumed the Jobbers' Talking Machine Association intend to demand some further relief in respect of wax record stocks. Mr. Ireton was of the opinion that whatever we do should be done before such demand is made upon us. Mr. McChenney was in favor of a three to one return proposition on four minute records and two to one on two minute records. Mr. Maxwell was opposed to any additional return allowance based on record purchases. He was of the opinion that we cannot afford to make any further sacrifice of our profits unless we absolutely know that it will lead to an increased sale of Blue Amberol records, and that therefore any additional allowance should be calculated only on machine and combination attachment purchases. Mr. McChenney felt that the cleaning up of wax record stocks would insure increased activity on the part of dealers. Mr. Ireton thought this did not necessarily follow and that many of the dealers merely want to get out of the business. Mr. Maxwell thought we might make an arrangement with live dealers whereby they would do canvassing, advertising, circularizing, etc., we to make a very large record return allowance on their machine and combination attachment purchases above a certain quantity. In other words, establish what, in the light of his past purchases, we would consider a dealer's normal machine and combination attachment business and offer him a record return allowance of as much as 25% of machine and combination attachments sold in excess of the amount so fixed. Mr. McChenney thought that such a plan could not be worked out. Mr. Maxwell thought it would be very simple. Mr. Wilson was obliged to withdraw from the meeting at this point, but requested that the discussion continue. Mr. Berggren expressed the opinion that we would have to do something to relieve the trade of wax records, but that he agreed with Mr. Maxwell that the allowance should be based on machine sales, for otherwise we would have no assurance of an increased record business. After further discussion Mr. Maxwell requested that Messrs. McChenney and Ireton respectively prepare and submit at the next meeting an outline of what they think should be done, and stated that he himself would do likewise.

Mr. Maxwell inquired when samples of the 8th list will go forward. Mr. Mehr stated that they would probably not go before the middle of next week. He stated that Mr. Worth has lost some of his men and has found it necessary to do a good deal of the work himself, which is responsible for the delay in getting the moulds.

Mr. Ireton inquired whether it would safe to announce 100 selections for the September list and continue there after at that rate. Mr. Mehr stated this would demand that the

full capacity of the record plant be employed, but that he was willing to go on record as stating that he would take care of 100 selections per month.

Mr. Maxwell inquired when shipment of the seventh list would commence. Mr. Nehr stated that four or five selections have held up this list but that shipment would commence the middle of next week. Mr. Nehr stated that we have not been able to make complete shipments on the sixth list owing to trouble which has been experienced with some of the moulds. He said that we are commencing to make shipments to New York today, thus completing the first round on the selections which we are in a position to supply. Mr. McCheaney inquired whether Mr. Nehr expects that the mould trouble will be removed next month and Mr. Nehr stated that he is confident it will be.

Mr. Stevens stated that he had gone over the German list with Mr. Graf and had picked out 123 records to be made over. He proposes to bring this number up to 150 and desires to have all of these numbers remade as soon as possible. Mr. Nehr stated that as it is a remake proposition he will go to work immediately. Mr. Stevens will send the list to Mr. Nehr. As to the numbers to be assigned to these German records, Mr. Stevens will confer with Mr. Ireton. Mr. Stevens will give the necessary information to Mr. McCheaney concerning the labels.

Mr. Stevens stated that as soon as possible he would take up the French records with Mr. Graf in a similar way.

Mr. Ireton inquired whether in the opinion of the Committee it would be advisable to put out all of these German records to the domestic trade at one time. Mr. Maxwell thought that it would and Mr. McCheaney agreed. Mr. Ireton stated that he also agreed but wanted a ruling for the guidance of the Record Committee. It was so decided.

Mr. Ireton inquired whether in the opinion of the Committee these German records should be put out along with the regular record supplement or at a different time. After discussion it was decided that when Mr. Stevens has his catalog ready, the domestic sales department will circularize the domestic trade with it.

Mr. Nehr was excused.

Mr. Maxwell inquired whether it is now necessary for the Committee to suggest a revision of the Fireside schedule. Mr. Hird stated he did not think so because the schedule is not being observed, we having assembled only thirty-eight machines last week.

Mr. Maxwell inquired as to the Engineering Department's report on Disc model A-60. Mr. Hird stated that he had just

had a talk over the phone with Mr. Hutchison who made a very unfavorable oral report, but said that he would not be ready to make a written report until the next meeting.

As to Amberolas VIII and X, Mr. Hird stated that he was not in a position to make a report because he did not know just what Mr. Leeming had done. Mr. Maxwell stated he understood that Mr. Wilson has this matter up with Mr. Edison.

Mr. McChesney gave notice that he would like to have consideration at the next meeting of the following matters:

1st. Are we to have another advertising campaign in Canada commencing October 1st as we have done in recent years?

2nd. What is our phonograph line going to be this fall?

He wants this information so as to make timely preparation of printed matter.

Mr. Maxwell inquired how the orders are coming in on Amberola VI. Mr. Ireton stated that they are coming in better than they did on Amberola V. He stated that samples of Amberola VI will be sent to our traveling men this week, also to the six "50-50" men who are traveling for jobbers.

Consideration of other matters postponed until next meeting.

WM. MAXWELL

Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Ives

Minutes of the 23rd Meeting
of the
Amusement Phonograph Committee
Held May 29, 1913
at 10 A. M.
in the Executive Committee Room.

Present: Messrs. Nehr, McCheaney, Stevens, Ireton, Dolbeer and Maxwell. Absent: Mr. Hird. Messrs. Leeming and Eckert also attended.

Mr. Maxwell read memorandum from Mr. Ives concerning International Bible Students' Association to the effect that the latter have made to our proposition a counter proposal, wherein they agree to buy as an initial order 50 school machines, 20 Home Recording outfits, 1000 blank records for Home Recording at jobbers' prices, provided we will make fifty special records for them, of which they will take 100 prints each on initial order. These 50 special records are to be records of four-minute sermons, prepared by Pastor Russell and recorded by Mr. Humphreys. All of the talent cost will be paid by the Bible Students' Association. They offer us the free and unrestricted right to sell these selections to our trade. They anticipate a large sale themselves both of machines and of special records, claiming that Pastor Russell has a large following in the rural districts, which claim Mr. Ives states is borne out by the large sale of his books and the circulation of his paper. Mr. Ireton was in favor of accepting the proposition, as it afforded an outlet for school machines and would likely lead to the sale of amusement records. He also thought it likely that some of these sermons would be suitable for listing to our trade. Mr. McCheaney was inclined to favor the proposition although he doubted if the sermon records could be offered to our trade at the present time. Mr. Dolbeer was opposed to negotiating with these people unless they would pay for the moulds. Mr. Dolbeer, however, withdrew his objection provided the Association would plank down the price for the entire initial order. Mr. Maxwell thought that the number of selections should be cut down to twenty-five. Decided after discussion to authorize the acceptance of this proposition provided the entire initial order is paid for cash in advance. The details are to be submitted by Mr. Ives before the transaction is closed - and in particular it is to be understood that the Association cannot buy amusement records from us at jobbers' prices. Decided that Mr. Ives will endeavor to get them to cut down the number of special selections to twenty-five so that we can see how the plan is going to work out. Mr. Ireton suggested that a further word of explanation be added to the above, viz: our reason for waiving the charge for the moulds in this case is because in this instance the moulds and phonograph rights to the selections belong to us, whereas in the case of the I. C. S., we have no rights to the selections and cannot sell them to others than the I. C. S.

Mr. Nehr inquired as to the maximum number of disc records it is proposed to carry in stock - this with a view to arranging the bins. Mr. Dolbeer stated that under present conditions it is rather difficult to name a figure, but under normal conditions he thought that 300 would be the maximum.

Mr. Maxwell inquired about the shipment of eighth list samples. Mr. Nehr stated that samples are going to western and Canadian jobbers today and will probably go to nearby jobbers next Tuesday.

Mr. Maxwell inquired about shipments of the seventh list. Mr. Nehr stated that he is ready to resume shipments now. Mr. Nehr called attention to the fact that with fifteen printers he is now within 4000 of the former production of twenty-five printers. He is working in harmony with the findings of the sub-committee.

Mr. Maxwell inquired about the promotion records in the Blue Amberol. Mr. Dolbeer stated that he has some samples but that on his recent trip it was represented to him quite forcefully and convincingly by members of the trade upon whom he called that the promotion plan would be aided if the records could be selected from dealers' stocks. He stated that he had called attention to the fact that it would be a good deal more expensive for jobbers and dealers but they seemed to think it would nevertheless be preferable. Mr. Maxwell stated that he was in favor of permitting the dealers to give promotion records from their stocks if Mr. Holden sees no objection and suggested that Mr. Dolbeer take the matter up with Mr. Holden. He thought the number of records to be given away should be five instead of six. Mr. Dolbeer will see Mr. Holden.

Mr. Maxwell referred to memorandum from Mr. Leeming concerning stock of blue and green disc cartons. Mr. McChesney stated that samples for envelopes will be here Monday but that it will probably be a month or more before we can have any envelopes ready. Mr. Nehr stated that he would order the present stock of cartons very sparingly and that he would take care of the situation.

Mr. Dolbeer brought up the question of traveling men's vacations and expressed the opinion that their annual vacation should commence July 1st and be continued until August 1st unless in the meantime we are ready to put out samples of Amberola VIII. Mr. Iretton agreed. After discussion it was so decided.

Mr. Maxwell inquired whether the traveling men are pushing the Home Recording outfit in accordance with the instructions recently prepared. Mr. Iretton stated that they are doing so with considerable success. He read letter from Mr. Chandler

complaining about the recorders. Mr. Maxwell suggested that complaints about the recorder be referred to Mr. Leeming which Mr. Ireton will do.

Mr. Ireton stated that he has received reports from 60 jobbers thus far concerning their wax record stocks. They have on hand 2,000,000 wax records of which \$74,000 are two minute records. These jobbers have 287,000 Blue Amberol records.

Mr. Maxwell reported with reference to Amberola VIII that Mr. Wilson states that the necessary tools are being made. No decision has been reached concerning Amberola X. Mr. Leeming was called into consultation and stated that Mr. Edison had rejected the Gem mechanism submitted with Amberola X on the ground that the motor is too weak. However, they have taken a special type of Gem mechanism supplied for the foreign trade some years ago which has a very much stronger body and will admit of the use of a wider spring. A model with this mechanism is being prepared and Mr. Leeming expects to submit it to the Committee at the next meeting. Mr. Leeming expressed the opinion that we will be able to supply Amberola VIII in quantities Sept. 1st, but he doubts if Amberola X can be supplied before October 1st. Mr. Leeming said he felt very confident about Amberola VIII because we have the mechanism and the only tools required are for the horn and horn connection. The order for the cabinets will be placed either in the shop or outside within two weeks. Mr. Ireton urged that Amberola VIII, if possible, be made ready for delivery by August 15th. Decided after discussion to postpone consideration until next meeting of what our fall cylinder line is to be.

Mr. Maxwell stated that he had prepared a record exchange plan in line with his views but in the light of the Sanatogen case considers it inadvisable to consider record return plans until we have decided what our future policy is to be in respect of resale prices. There followed a discussion of the probable effect of the Sanatogen decision.

Mr. Eckert appeared before the Committee, and reported that conditions in the Blue Amberol plant have greatly improved. Within the past two weeks the labor cost has been reduced from eight cents to three and a half cents per record and production has been greatly increased.

With reference to Canadian advertising, Mr. Maxwell requested that a statement be submitted showing our sales and advertising expenditure in Canada for the past three years. Mr. Dolbeer will obtain the sales and Mr. McCheaney the advertising expenditure for consideration at the next meeting.

Mr. Leeming thought that one or two models in the Craftsman school of furniture would sell. He suggested that he submit a design to the Committee. The members of the Committee

agreed with Mr. Leeming and requested that he do so.

Mr. Maxwell submitted costs prepared by Mr. Redfearn on equipment necessary to permit Home Recording on Amberolas V and VI. After discussion it was decided to hold up this matter to see what demand, if any, there is going to be for Home Recording equipment for these two models.

WM. MAXWELL

Chairman.

AH.

C. C. to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Edwards

Minutes of the 24th Meeting
of the
Amusement Phonograph Committee
Held June 5, 1913
at 10:00 A.M.

In the Executive Committee Room.

Present: Messrs. Hird, Stevens, Ireton, Dolbeer, Ives and Maxwell.
Absent: Messrs. Nehr and McChesney. Mr. Leeming also
attended.

Mr. Dolbeer submitted the following

figures on Canadian sales:

1910	- - - - -	\$236,656.45
1911	- - - - -	246,302.71
1912	- - - - -	264,158.31

In his opinion the advertising should be continued in Canada. Owing to Mr. McChesney's absence, the amount of the advertising appropriation could not be discussed but will be taken up at the next meeting.

With reference to model A-60, Mr. Leeming stated that the only change likely to be made by the engineering department is in the governor. Mr. Dolbeer stated that approximately 200 of the present model have been shipped out to nearby points as samples. There remain on order approximately 2000 and we have only 50 in stock. Mr. Leeming stated that the manufacture of the present model is going forward at the rate of something under twenty-five per day, and he does not think it advisable to crowd production in view of the pending change in the governor. The same is true of A-80, the governor of which will be changed in the same manner. It was therefore decided to hold up, until further notice, the bulletin announcing the A-80.

Mr. Ireton read letter from a Texas dealer who wants price on a special advertising record for a man who is in the market for fifty machines. Mr. Dolbeer stated that we had always charged \$50 apiece for the moulds and 50 cents apiece for the records and required the purchaser to take 1000 records. Mr. Ireton said that this particular customer could not use anything like 1000 records. Mr. Maxwell thought that the price mentioned by Mr. Dolbeer was probably made at a time when conditions were somewhat different from those prevailing at present, and requested Mr. Ireton to get some cost figures from Mr. Eckert, whereupon he will take the matter up with Mr. Nehr and endeavor to decide whether this is a class of business which we care to handle.

Mr. Ireton read memorandum from Mr. Stevens wherein Mr. Wyper, our Australian representative, suggests that we get the evangelist, Chapman, to make some sermon records.

He stated that he would take 500 prints of each for the Australian trade. The Committee was not of the opinion that these records would have a large sale in America. Mr. Stevens stated that he would write to England and get some expression from our English representatives.

Mr. Ireton reported that 67 jobbers have on hand 952,000 two-minute records, 1,292,000 four-minute records, and 335,000 Blue Amberola.

Mr. Leeming requested instructions from the sales department as to cabinet finishes. After consulting sales statistics and discussing the matter he was informed that the demand in mahogany seemed to be four piano finish to one dull finish, and in oak, two golden to one fumed.

Mr. Leeming reported on Amberola VIII that the specifications are complete and in the shop. From some twenty-five models are being made which will be ready the latter part of this month. These twenty-five samples will be distributed among the members of the Committee and others for a week's trial, at the end of which trial reports and criticisms will be made. Mr. Leeming stated that as far as he could see, no huge are likely to develop which will interfere with the ordering of the material for the mechanism parts and he therefore desired that the question of a shop order be considered by the Committee at this meeting. Messrs. Dolbeer and Ireton thought that a shop order should be placed for 10,000. Mr. Leeming was inclined to place the figure at 5000 as a starter for the purpose of figuring purchases of raw material - later increasing the order to 10,000 when occasion arises. Mr. Maxwell thought it inadvisable to consider the question of a shop order until we definitely determine what the list price of the machine will be. Mr. Redfern was called on the telephone and stated that to make a list price of \$45 would require action by the management, as it could not be done by the cost department according to the figures. He stated that he would make another calculation but sees no hope of a \$45 list price if we make the price on our usual basis of cost and profit. Mr. Dolbeer stated that while he is opposed to selling merchandise at a loss, either actual or theoretical, he believes that in order to market our Blue Amberol record it is necessary for us to have a complete line of hornless cylinder machines. He also mentioned the Edison account as another factor in the situation which must be seriously considered.

Mr. Leeming submitted a sample Amberola X containing special gem mechanism. This machine will play one and three-quarters records. Mr. Leeming stated that all of the criticisms made to the previous model by Mr. Edison have been met in this model. Messrs. Dolbeer and Ireton expressed their approval of the cabinet design. Messrs. Leeming and Nicolai expressed the opinion that this model will be cheaper to manufacture than the former model. Owing to the fact that the regulation had not been adjusted, the Committee was unable to pass any opinion on the play-

ing quality of the machine. Mr. Delbeare raised the question of how long the sapphire reproducer will wear with this weight. Mr. Nicolai said that Mr. Morris had played a record 2000 times without any perceptible wear of the reproducer. Mr. Maxwell requested that the machine be referred to Mr. Eckert for cost figures and also that the Committee be afforded an opportunity to hear it when it is regulating properly.

Mr. Leeming stated that samples of Amberola VIII will be ready for shipment to jobbers by August 15th; the same of Amberola X if it passes the engineering department.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Edison

Minutes of the 25th Meeting
of the
Amusement Phonograph Committee
Held June 13, 1913
at 10:00 A.M.

WVH

In the Executive Committee Room.

Present: Messrs. Hird, Stevens, McChesney, Nehr, Ireton, Ives
Dolbeer and Maxwell. Mr. Wilson present part of the time.
Messrs. Holden and Leeming also attended.

Mr. Leeming stated that he expected to
get the new governor for the A-50 and A-80 from Mr. Edison either
today or tomorrow.

Mr. Leeming referred to the complaints
that have been made in regard to the finish on the A-60 to the
effect that it peels off. He inquired whether, in the opinion of
the Committee, it would be advisable to send to those making the
complaints the formula for a mixture to be used in retouching, or
whether we should send out the mixture itself. Decided after
discussion that where complaints are received, the mixture itself
be sent out for retouching purposes.

Mr. Maxwell inquired how the orders
are coming in on the A-60. Mr. Hird stated that orders are coming
in on the A-80, but we are not receiving any further orders on
A-60. Furthermore, there have been some cancellations. Mr.
Dolbeer stated that a few dealers have requested permission to
return their A-60's. Mr. Maxwell requested Mr. Hird to submit a
brief analysis of the A-60 sales and cancellations.

Mr. Maxwell inquired whether the August
supplement or eighth list is going out on schedule. Mr. Nehr
stated that one shipment has been made. Mr. Nehr will report to
Mr. Ireton how soon other shipments can be made. Mr. Nehr will
make every effort to complete shipment so that the records can be
placed on sale July 25th according to the announcement.

Messrs. Hird, Nehr and Leeming were ex-
cused.

Mr. McChesney submitted samples of
paper suitable for disc record envelopes. After discussion the
Committee decided to recommend that we adopt for the higher priced
records a different colored paper of the same cost and quality as
that now used for the \$1 records. It was further decided that
one color for all of the records above \$1 would be sufficient and
that the restriction notice should show the list prices of all
records above \$1, together with the blocks of numbers to which the
various prices apply - this in preference to a different restric-
tion notice for each priced record.

Mr. Maxwell read draft of proposed dealers' license agreement in conformity with Mr. Edison's plan. There followed extended discussion of the methods to be followed when the new plan is adopted. Mr. Maxwell will prepare a memorandum on the subject and a special meeting will occur early next week.

Wm. Maxwell

Chairman.

AM.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Mason

Minutes of the 26th Meeting
of the
Amusement Phonograph Committee
Held June 15, 1913
at 10:00 A.M.

In the Executive Committee Room.

Present: Messrs. Mahr, Hird, Stevens, McChesney, Ireton,
Dolbeer and Maxwell. Mr. Wilson present part of the time. Mr.
Leeming attended. Mr. Madison was called into consultation.
Absent: Mr. Price

Mr. Stevens read letter from our Australian representative commenting on a school phonograph recently received there. He reported that the jappanning is extremely rough and pitted and he does not desire to show the machine as a sample. Mr. Hird stated that none of these machines were finished very smoothly. Mr. Hird, however, is of the opinion that no pitted cabinets go out and that the defects referred to as pits must have resulted from damage done in shipment. After discussion it was decided that Mr. Hird will take this matter up with Mr. Leeming with a view to investigating the work and inspection on the school machine. Mr. Stevens will send a new cabinet to Australia for this machine.

With reference to Canadian advertising, Mr. McChesney stated that during the last fiscal year we spent \$14,188.46 and he desires to spend a similar amount during the ensuing fiscal year. Mr. McChesney remarked that the Canadian business has continually shown an increase, even during the financial depression in 1907. He believes that this increase is in part due to our persistent advertising. He feels that our advertising campaign in Canada has been more consistent than elsewhere. He believes it would be a great mistake not to continue as we have been doing. Mr. Dolbeer expressed his concurrence with Mr. McChesney's opinion. After discussion it was the unanimous opinion of the Committee that an advertising campaign should be made in Canada during the next fiscal year along the same lines and upon the same schedule as during the year just closed.

Mr. Dolbeer called attention to complaints that have been made about the cabinets of the Amberola V. Mr. Leeming stated that the first lot of mahogany Amberola V cabinets were rather inferior. Out of 1500 shipped out there have been about 100 complaints. The cabinets now coming through are good.

With reference to Amberola VI Mr. Hird stated that we have 1500 unfilled orders for mahogany and 500 for oak. Mr. Leeming stated that about 20 per day are coming through the shop. He said that the regulation on Amberola VI is still unsatisfactory. Six machines with a new shaft embodied in them are being tried out in the shop and the results are quite promising. Mr. Leeming stated that if this new shaft works out all right our production of Amberola VI's will be largely increased. He pointed out that the small output at present is due in part to the large number of rejections made necessary by bad regulation.

Mr. Madison was called into consultation and stated that on his recent trip he found about 30 Amberola VI's in the hands of dealers upon whom he called. All of them were noisy and the dealers were complaining. Mr. Madison also encountered considerable complaint about the regulation. Mr. Maxwell requested that an Amberola VI be brought up from the factory - one that had been inspected and was ready to be packed. The machine brought up was free from noise. Mr. Leeming stated that all of the machines when they passed inspection were as good as this one. He thought that they must get out of adjustment in shipment. Mr. Maxwell suggested that a repair man be sent out to nearby points to examine noisy machines and report on their condition and the causes thereof. Mr. Leeming stated that we have a repair man in New England who has been instructed to do this.

Mr. Leeming reported with reference to Amberola VIII that tests have been completed on 22 of the 25 which are going through the shop to be distributed as samples for outside tests. He stated that Mr. Redfearn would have cost figures ready by next Thursday so that the Committee can then consider a shop order for this model. Mr. Leeming reported that Mr. Edison is still testing Amberola X.

With reference to the A-60 governor Mr. Leeming reported that it has not as yet been turned over to him by Mr. Edison. Mr. Leeming reported that work on the metal cabinets for A-60 has been discontinued. Mr. Leeming has instructed the cabinet department to immediately get out a design in wood for a \$60 disc machine. Mr. Leeming stated that the metal material on hand can be used for a number of other purposes.

Mr. Dolbeer called attention to the fact that neither the A-60 nor the A-80 can be fully wound up by a woman because the motor is so hard to wind up. He stated that this is admitted by the factory and he feels that these models are going to be very unsatisfactory. Decided after discussion to hold up all shipments on A-80 and A-60 and hold up printed matter until further advised by the Laboratory and the manufacturing department.

Mr. Nehr stated with reference to the seventh list that he has caught up with the schedule on that list and thinks he can maintain the schedule.

With reference to the eighth list Mr. Nehr reported that two selections are holding this back. Mr. Ireton stated that he has given instructions for part shipments to the coast for the eighth list (August supplement). Mr. Ireton will continue to make part shipments if necessary.

With reference to mould trouble Mr. Nehr stated that the mould trouble has been overcome to the extent that now there is only about 25% discards. He expects to decrease this

still further. Mr. Nehr stated that Mr. Miller is working with him on the correction of the mould trouble.

Mr. Nehr stated that there is some question as to whether Mr. Wurth can make the moulds for 100 selections per month. He will inform Mr. Ireton before Monday next whether it will be possible to get out a second list of 100 selections for October. Moulds have been passed for 40 selections on the ninth or September list.

Mr. Nehr stated that he has started work on the German records for Mr. Stevens. Mr. Stevens stated that he is making up a list of French selections.

Messrs. Hird and Nehr were excused.

Mr. McChesney brought up the question of our window display department. He stated that it is costing us about \$2500 per year in addition to what we get from the dealers. We are serving about 90 dealers. Mr. Dolbeer stated he is in favor of continuing the department because he believes that this is a valuable form of advertising, and that when our business revives, he thinks the service will be largely extended. Mr. Maxwell said that he is in favor of suggesting window trims to dealers rather than furnishing them with ready made trims. He thought that the better class of dealers will not use our ready made trims. Mr. Dolbeer stated that it is probably true that only dealers in small towns would use the ready made trims. After discussion it was decided that Mr. McChesney will talk with Mr. Rhinehart about a substitute or supplementary service.

Mr. Ireton brought up the question of making some more Harry Lauder records as our contract with him is about to expire. After discussion it was decided that we have sufficient Lauder records on the cylinder at present, there being ten numbers recorded in London which have not yet been used in this country. He is supposed to be tied up with the Victor people on disc records but stated to Mr. Dolbeer sometime ago that he would be in a position to make some records for us on our disc and desired to do so. Decided that Mr. Ireton take the matter up with Mr. Edison and learn whether the latter would like to have Mr. Lauder make any disc records for us. If so, he will learn whether Lauder is in a position to do so.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to
Messrs. Eison, Wilson, Berggren, Eckert & Leeming.

Mr. E. H. H.

Minutes of the 28th Meeting
of the
Amusement Phonograph Committee
Held July 3, 1913
at 2:00 P. M.
In the Executive Committee Room.

Present: Messrs. Nehr, Stevens, McChesney, Ireton,, Dolbeer and
Maxwell. Absent: Mr. Hird.

Mr. Nehr reported that he is right up to the schedule on the eighth or August list. The ninth or September list is under way and coming along all right. They are commencing to get some of the selections in the tenth or October list. Mr. Nehr reported that he is about half through testing the masters of the Italian, French and German records which he is getting out for the foreign department. He expects that the entire list of records will be ready for shipment within two months. Mr. McChesney inquired about the Italian list. Mr. Nehr expressed the opinion that we can announce the Italian list for September 1st.

Mr. Dolbeer, as per minutes of a previous meeting, brought up the question of revising our promotion plan by authorizing dealers to give five records from stock to any Edison phonograph owner instrumental in selling a phonograph and able to get a signed voucher to that effect from the purchaser. Decided after discussion to authorize this provided the legal department saw no objection. Mr. Dolbeer will take the matter up with Mr. Holden again and request the latter to prepare the announcement and the special license label necessary to put this plan into effect.

It was suggested by Mr. Dolbeer that some of the selections among the old promotion records might be good enough to be reissued in the Blue Amberol list. Mr. Ireton as chairman of the Record Committee will take this under consideration.

Mr. Maxwell referred to the fact that new musical shows will be put in rehearsal next month and thought it might be a good plan for the Recording Studio to look them over with a view to making timely selections of the best lyrics and getting them out contemporaneously with the New York openings of the shows. He thought that anything produced by Klaw & Erlanger, Dillingham, Frohman or Shubert, particularly a large production, would certainly be kept on in New York long enough to justify calling it a New York success, so that it is not necessary to wait to see whether a show is going to be a great success before recording its music, provided the music is catchy. After discussion the Committee agreed that it would be a good idea to try this experiment and Mr. Ireton will take the matter up with Mr. Miller.

Mr. Ireton submitted portfolio for filing cylinder records. This portfolio will cost \$1.20 each when purchased in quantities of 1000, or \$1.50 when purchased in quantities

of 100. Decided after discussion to no longer include a cylinder record portfolio in our catalog and to refer to the manufacturer any of the trade who desire such a thing. We have 160 due on an old order which the purchasing department state can be cancelled. Mr. Ireton will advise the purchasing department to cancel this order.

In response to Mr. Maxwell's request that further plans to stimulate the sale of Blue Amberol records be considered, Mr. Dolbeer submitted the idea of giving away or making a special price on combination attachments when the owner purchased a certain number of records. Mr. Dolbeer later amended this suggestion by proposing that we give away the combination attachment minus the diamond reproducer and minus the ten special records, on the condition that a diamond reproducer and a certain number of new records be purchased. Messrs. Ireton and Maxwell thought that some scheme of this sort could be worked out and believed that it is a good way to stimulate the Blue Amberol business. Mr. McChesney expressed the opinion that schemes of this sort are not big enough to get the desired results. Mr. Ireton thought that such a scheme should not be put into effect until the dealers have been given an opportunity to get rid of their stock combination attachments and special records. Decided after discussion that the members of the Committee consider this proposition between now and the next meeting and be prepared to submit and discuss detailed plan.

Mr. Ireton stated that it has been suggested that we get out a Blue Amberol advertising record. Decided after discussion not to get out such a record.

There followed a general discussion of selling plans and methods for the fall.

Wm. Maxwell

Chairman.

WM-AH

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Edison *Index note of Return this -*

Minutes of the 29th Meeting
of the
Amusement Phonograph Committee
Held July 10, 1913
at 10:00 A.M.
In the Executive Committee Room.

Present: Messrs. Mehr, McCusney, Stevens, Hird and Dolbeer.
Mr. Maxwell present part of the time. Absent: Messrs.
Ives and Kretz. Mr. Dolbeer conducted the meeting
prior to Mr. Maxwell's arrival. Mr. Leeming also
attended.

Mr. Hird brought up the question of
the production of Fireside phonographs for the reason that at
the present time we only have 357 machines available, together
with 485 cabinets available for this particular type of instru-
ment. The total shipment for the past six months has been 135
weekly, and for the last two or three weeks it has only amounted
to about 80 per week. In view of the fact that we are con-
templating putting on the market Amberolas VIII and X, there is
some question in the minds of the Committee whether or not we
should instruct that additional machines of this character be
brought through at this time. All work has been suspended on
the parts for the Fireside type of instrument. The Committee
were unanimous in deciding that this matter ought to rest for a
period of another two weeks when it should be brought to their
attention again.

Lubet

Mr. Hird brought up the question of
production of Amberola VI, advising that we are obtaining about
25 mahogany finished instruments of this character per day, and
that Mr. Leeming declines to increase this output until Mr.
Edison has finally passed upon the instruments which are now
being tried out in the Laboratory. In view of the fact that the
trade are urgently demanding shipment of these instruments - and
in fact, one of the jobbers has on order about 550 and urges
immediate shipment of the entire quantity, claiming that he has
orders on file from his dealers for 157, some of which he is
fearful may be cancelled unless prompt shipment is made - it is
considered of great importance that the necessary changes in
this model be made at the earliest possible date so that it can
be manufactured in suitable quantities.

Mr. Dolbeer brought up the follow-
ing memorandum, signed by Mr. Nicolai and dated July 9, 1913,
on the subject of the A-80 and A-80 disc machines:

"In reference to your note of
July 8, addressed to Mr. Leeming, asking for
information regarding the A-80 and A-80 Disc
machines, beg to state that the Laboratory has
six machines in hand which they are re-building
which are promised to Mr. Edison for July 10/
The mechanisms will immediately be put in cabinets
and tested out."

"Mr. Edison has also started his Engineering & Drafting Depts. in the Laboratory to redesign the motor throughout, which should have been done in the first place."

"No doubt we will be able to develop a machine very shortly which will eliminate most of the troubles we were having with this type."

C. Nicolai."

Mr. Mehr reported that he is up to date on the shipment of the eighth list and that the September list is running full. On the October list he is now running fifteen numbers out of the total of 100?

Up to date we have not received any orders from the Pacific coast jobbers for the September list. The records should be shipped not later than July 15th in order to reach them in sufficient time to enable them to make shipments to dealers.

Mr. Dolbeer asked what is the average production of Blue Ambrox records per day. Mr. Mehr stated that it is about 30,000.

Mr. McChesney again brought up the question of what our plans are going to be for the fall so as to enable him to prepare his catalog. We all deem it very important that we should decide as to what our complete line is going to be and whether or not we are going to omit the cheaper horn type cylinder machines from the new catalog. He urges that this matter be brought up at the next meeting so that we can finally determine what we purpose doing.

The Committee requested Mr. Leeming to report on the information obtained from the various samples of the Amberola VIII which have been sent out, and it was the consensus of opinion that the instrument is very desirable and will prove to be a seller. There were a few minor complaints which he is going to investigate and look after. The subject of a shop order will be taken up with Mr. Wilson this afternoon and the question decided.

Mr. Leeming read a letter received from Wm. F. Nye, New Bedford, Mass., on the subject of using the Nye oil in connection with our instruments. It is Mr. Leeming's intention to secure samples of this oil free to be packed with all of the instruments being sent out of the factory. The question of recommending this oil was taken up and Mr. Leeming will request Mr. Nye to submit a sample of the label which he purposes placing upon the bottle for our further consideration. A gallon of this oil was obtained some time ago and submitted to Mr. Edison for his approval which we now have, and it appears to be the most desirable oil which can be secured for this purpose.

F. K. DOLBEER.

Mr. Maxwell conducted the meeting from this point.

It is Mr. McChesney's idea to include with every phonograph one of our latest catalogs and Home Recording booklet. Mr. Maxwell suggested that the catalog have a little slip attached to it with suitable text. After discussion it was decided to include a catalog and Home Recording booklet with every phonograph when it is shipped out and attach an appropriate slip to the catalog.

Mr. McChesney brought up the question of illustrations in the new cylinder phonograph repair part catalog. After discussion it was decided that the parts of horn type machines shall be listed but not illustrated, while the parts of the hornless models shall be illustrated.

Consideration of other matters postponed until next meeting.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

THOMAS A. EDISON, Incorporated

Mr. Edison

Minutes of the 31st Meeting
of the
Amusement Phonograph Committee
Held July 24, 1913.
at 10:00 A.M.
In the Executive Committee Room.

Present: Messrs. McChesney, Hird, Ireton, Nehr and Dolbeer.
Messrs. Maxwell, Wilson and Leeming present part of the time.
Absent: Messrs. Stevens and Ives. Mr. Dolbeer presided.

Mr. Nehr reported that he is ahead of his schedule on packing and shipping Blue Amberol records. As of even date he is now shipping records which were to have gone forward on August 1, 1913.

Mr. Nehr reported that the October samples will be ready for shipment to jobbers on Wednesday of next week. Mr. Dolbeer requested information as to whether or not it will be possible to advance the shipping dates of the sample records to jobbers, and Mr. Nehr said yes if a list of only twenty-five numbers was prepared. Where it exceeded that it would be a difficult matter for him to do so. Referring to W. H. Miller's memorandum dated July 16, 1913, this matter was taken up by the Phonograph Record Committee and Mr. Ireton has submitted a report as chairman of that committee to Mr. Dolbeer, which is herewith embodied in the minutes:

"At Amusement Phonograph Committee Meeting, held July 3rd, Mr. Maxwell brought up the subject of producing Cylinder Records of timely and popular musical composition, and of the principal song features in new musical shows, with the suggestion that some plan be adopted that would enable us to offer Records of these subjects just as early as possible, and before the popularity of the songs waned. After discussion, I was instructed to confer with Messrs. Miller and Cronkite to learn whether a plan could be introduced and followed that would enable us to be more up-to-date in this respect. I made a visit to the Recording Department, and the interview with Miller and Cronkite brought out Mr. Miller's memorandum, dated July 16th, which was read into the Minutes of the Amusement Committee of same date, with which we are all quite familiar. Mr. Miller's contention being that the delay in introducing timely selections is due principally to the length of time required to manufacture and distribute the Records after recording work is completed."

"It appears that Mr. Miller has been investigating the manufacturing situation, and after a conference with Mr. Nehr on the subject, it has been decided that we can safely hold out, say one half dozen numbers, at last regular meeting of Record Committee to

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make up any given Supplement, these missing numbers to be submitted fifteen days later, and to be made up of timely or popular selections coming out during that period; then, if found necessary, an extra quantity of moulds be prepared so that the Records can be shipped with orders appearing on that supplement. It is thought also that in extreme cases where only one or two very popular numbers appear suddenly, that they can be recorded and made part of a Supplement, even twenty or twenty-five days after the major portion of the Supplement had been closed."

"To test out this plan proposed by Mr. Miller, we have omitted six numbers from the November Supplement. They will not be recorded and masters delivered to the Manufacturing department before the middle of August, which is about two weeks later than we have formerly closed an advance Supplement. Mr. Maxwell proposed an attempt to gain permission from producers of musical shows to attend rehearsals, with a view to selecting two or three of the principal song hits, and perhaps an orchestra number, and then record these selections before the shows are open with the hope that we could place the Records on the market soon after the shows were announced. In conversation with Mr. Miller and Mr. Cronkite on this feature, they did not think it would prove very much of a success, offering the objections that it would be somewhat difficult to obtain permission to attend rehearsals, and that the music is rarely published before opening dates. They signified a willingness, however, to try it out, but thought some person who is in close touch with theatrical managers should be delegated to approach these managers on the subject. Mr. Miller suggested that this should be brought to the attention of the Amusement Phonograph Committee for its consideration and decision, as to whom we should employ for the work."

"Regardless of what may be accomplished along this line, I believe that the plan outlined above to defer recording a few selections for each Supplement until the very last moment will help some."

"Further suggestions and instructions by the Amusement Committee to the Record Committee and Recording Department are solicited, and will be cheerfully acted upon to the best of our ability."

After some discussion it was decided that it would be possible for us to practically carry out the suggestions of the Phonograph Record Committee so as to place upon sale at an earlier date any hits which may be brought up to the Record Committee for approval.

carrying out the plan which is outlined in Mr. Miller's memorandum referred to. It is our purpose to at least try out this plan to see whether or not it will be feasible to carry it out in its entirety. Mr. Nehr assured the Committee that the plan as outlined is entirely practicable.

Mr. Ireton submitted a report showing that the August advance sales, 1912, for thirty-one numbers averaged 5224, and on the advance August list, 1913, for a total of forty-three numbers, it averaged 5578, showing an increase of 354 per selection.

Discussing the question as to how best we can increase the sale of the Blue Amberol product, Mr. McChesney made the suggestion that he deemed it proper that the Blue Amberol record should be advertised to some extent this fall, urging that we consider the proposition of advertising in the Saturday Evening Post at least one full page, two insertions per month at a cost of \$10,000. This would then bring the Blue Amberol record before at least 2,000,000 readers and thereby bring about the desired result. After discussion it was considered by those present that something of this kind should be done, and in fact the suggestion made by Mr. McChesney was considered favorably. The Committee recommends that the Vice President and General Manager carefully consider whether or not this is feasible. This discussion was brought about after Mr. Nehr's statement to the effect that the present plant is capable of producing 65,000 Blue Amberol records per day.

After a long discussion the types and finishes of all phonographs, both disc and cylinder, were finally decided upon and Mr. Leeming will supply Messrs. Maxwell, McChesney and Dolbeer with a memorandum covering this, and also arrange to supply Mr. Dolbeer with samples of the wood finishes so that he may take the matter up with the jobbers and obtain orders for fall delivery of these types.

Mr. Leeming will arrange to supply the traveling salesmen with samples of Amberolas VIII and X on or about August 20th, with the understanding that orders will be accepted for delivery on or about October 1, 1913.

Mr. Edison's attention was called to the sample of the Amberola IV and Mr. Leeming is going to arrange to place a new horn in it so as to improve the tone quality if possible and call it to the attention of the Committee within the next day or two.

Mr. Leeming reported that the A-60 disc in wood has been approved by Mr. Edison, and he will be able to show it to the members of the Committee tomorrow with the mechanism fully approved.

THOMAS A. EDISON, Incorporated

During the discussion as to the finishes on the different Amberola types, Messrs. Maxwell, Wilson and Leeming were present. The matter was finally decided as stated.

F. K. Dolbeer

Acting Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Edison

Special Meeting
of the
Amusement Phonograph Committee
Held July 29, 1913
at 3:00 P.M.
In the Executive Committee Room.

Present: Messrs. Wilson, Leeming, Ireton, McChesney, Dolbeer
and Maxwell. Absent: Messrs. Stevens, Hird and Nehr.

Mr. Leeming submitted new model of
Amberola VI which after examination was approved.

Mr. Leeming also submitted an A-60 disc
model in wood with improved mechanism. Mr. Leeming was requested
to submit cabinet in finished state with different grille.

There followed a discussion of the metal
cabinet A-60 disc models now on hand. Mr. Leeming said that
there are about 200 packed up and about 200 additional with
mechanisms not assembled. The 200 packed up contain the old
mechanisms. Decided after discussion to ship out an ordered the
200 that have been packed up regardless of the fact that they
have the old mechanism; but to put the new mechanism in the
other 200. Meanwhile to bring through the wooden cabinet sub-
mitted to the Committee, using the new mechanism.

Wm. Maxwell

Chairman.

AH .

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Edison *7/29*
Minutes of the 32nd Meeting
of the
Amusement Photograph Committee
Held July 31, 1913
at 10:00 A.M.
In the Executive Committee Room.

Present: Messrs. McChesney, Ireton, Hird, Nehr and Dolbeer.
Absent: Messrs. Maxwell and Stevens.

Mr. Ireton suggested that the salesmen should be used to clean up the situation in the smaller towns and make certain that they visit everything from about 500 up, so as to eliminate the undesirable dealers and prepare the dealer for a proper fall campaign.

On August 20th we have been promised samples of Amberolas VIII and X which are then going to be supplied to the traveling salesmen, and they are to use their utmost endeavors to secure orders at that time. We will also plan to send samples of these instruments to jobbers and request orders for fall delivery, which will probably commence on or about October 1, 1913.

General discussion was brought about by a suggestion made by Mr. McChesney that Mr. Ireton should plan to route the traveling salesmen over certain territory in an endeavor to secure high class dealers where at present we have no representation. Mr. Ireton will take the matter under consideration.

Mr. Ireton further suggested that the traveling salesmen, in taking out the samples of Amberolas VIII and X, endeavor to see the jobbers first and where possible, have as many dealers as can be secured visit the jobbers' place of business, so as to secure their orders at the same time. This idea was thought to be a good one and will be observed.

Mr. Nehr advised that the samples of the October list for the Pacific coast jobbers will be shipped today, and that the balance of them for the jobbers in the other sections of the country will go forward tomorrow - sample consisting of one each of the entire 100 numbers. He further reported that he is right up to date on stock and advance orders in shipments - and in fact practically four days ahead of his regular schedule.

There being no further business the meeting adjourned.

F. K. Dolbeer
Acting Chairman.

Copies to all committee members
and to Messrs. Edison, Wilson,
Berggren, Eckert and Leeming.

Mr. Edison

Minutes of
Special Meeting
Amusement Photograph Committee.
Held August 19th, 1913.
at 3:00 P.M.

In the Executive Committee Room.

Present.- Messrs. Leeming, Mehr, Hird, McCheaney, Dolbeer, Wilson, Ireton, Maxwell. Absent.- Stevens.

Mr. Maxwell called attention to the over-runs on certain selections which are occurring in Blue Amberol production and Mr. Mehr stated that steps are being taken to prevent this in the future.

Messrs. Baldwin and Mambert were called into consultation. Mr. Baldwin stated that the estimate of the Record Committee will hereafter be used only for determining the number of moulds to be manufactured, and that as soon as we commence to receive the jobbers' orders, he will transmit to Mr. Mehr a production order based on the relative popularity of the various selections as disclosed by the earliest orders. Mr. Mehr and Mr. Baldwin will work closely in touch with each other, and are confident that over-runs can be prevented in the future.

Mr. Baldwin brought up the question of the number of records of each selection to be put in stock after advanced orders are filled. Mr. Leeming called attention to the fact that this question was decided by the Committee about two months ago, viz: that the number put in stock should not exceed 300 of each selection. There followed considerable discussion and it was decided that this decision should stand.

Mr. Ireton brought up the question of how many selections are to be included in the December List, after discussion it was decided to make it 50. It was further decided to make the January List about 30 selections - to be all new selections.

Mr. Wilson brought up Babson Brothers' order for 3000 Fireside machines. There ensued a discussion of what our attitude should be in case Babson Brothers want additional large quantities of the Fireside machines. Mr. Leeming stated that after we make up those 3000 the further manufacture of the Fireside in large quantities will correspondingly reduce our output of AMBEROLA X. Mr. Wilson will ask Fred Babson to come here for a conference. Mr. Leeming stated if Babson would increase his 3000 order it would be practicable to handle it at the present time, but not later than the AMBEROLA X Cabinets commence to come through.

With reference to AMBEROLA X Mr. Ireton stated that from 11 Jobbers we have received orders for approximately 2600 of this model, whereas our schedule calls for but 150 machines per day. The remainder of our 90 Jobbers have not yet been heard from. Mr. Dolbeer advocated increasing the schedule to at least 300 per day. Mr. Ireton concurred. Decided after discussion to increase the AMBEROLA X schedule to 300 per day.

Mr. Hird submitted an AMBEROLA III Cabinet with an AMBEROLA V mechanism. He recommends that this mechanism be adopted for both AMBEROLA I and AMBEROLA III. Mr. Leeming was in favor of this, because it would cut down the number of mechanisms which we have to manufacture for the cylinder line. The Committee viewed the proposal with favor, as a future development of the line.

Mr. Hird was instructed to have an AMBEROLA I and AMBEROLA III equipped with AMBEROLA V mechanism and submitted to Mr. Eason for inspection and test.

Mr. Maxwell inquired as to report on cost of repairing diamond reproducers. Mr. Hird stated that during a period of two weeks the repairs made no charge amounted to \$66.20, figured at dealer's prices. Mr. Wilson stated that Mr. Eason desired to replace any broken points where the breakage occurs within one year. Therefore, it was decided that breakage of points, occurring within one year after the sale of the reproducer will be replaced free of charge; but that our regular charges will be made for any other reproducer repairs unless the breakage resulted from defective material or improper packing.

Mr. Leeming brought up the question of the Nye Oil manufacturers being willing to furnish us with oil to go out with all of our machines provided we would permit them to print a label to go on the bottles stating that we recommend the oil. After discussion it was decided that if they would furnish in addition, all of the oil of this character which we require in the factory we would permit them to use a label to the effect that the use of a good oil is important for the proper operation of a phonograph and that analyses and tests which we have made of Nye Oil indicate that it is suitable. Mr. Leeming will prepare the copy for such label.

Mr. Leeming submitted a disc filing cabinet submitted by Mr. Goodwin, which after examination was rejected by the Committee.

Wm. Maxwell.

A.H.

Chairman.

Copies to all committee members and to Messrs. Eason, Wilson, Berggren, Robert and Leeming.

Mr. Edison

Minutes of the 53rd Meeting
of the
Amusement Phonograph Committee
Held Aug. 11, 1913
at 10:00 A. M.
in the Executive Committee Room.

Present: Messrs. McShannoy, Wilson, Ixton, Dolbeer.
Mr. Learning present part of the time. Messrs. Bird and Mohr were ex-
cused from attendance.
Absent: Mr. Stevens.

Mr. Learning called attention to the fact that
the American Steel & Wire Company have an order from us for 10,000
Acherola X Springs, on which they expect to deliver 1,000 about September
1st, after which there will be some delay in resuming delivery. The
American Spring Company are in a position to commence delivery within
three weeks at the rate of 500 per day, and it was decided after dis-
cussion to place an order with them for 5,000 in addition to the 10,000
on order with the American Steel & Wire Company.

Mr. Dolbeer submitted a copy of the resolutions
presented to Mr. Edison by the jobbers under date of August 11th, 1913.

The resolutions follow:

The undersigned exclusive Edison Disc Jobbers,
assembled in conference at the Hotel Knickerbocker, London, August 11,
1913, are unanimous in the conclusions which they respectfully submitted
to Mr. Thomas A. Edison in the form of resolutions herein set forth.

RESOLVED:

1. That the use of names of talent is absolutely
essential in successfully exploiting Edison Disc Recordings and further-
more, the artists already employed are entirely satisfactory and should
not be introduced to the public under their real names, whose information
could be given in the following manner: Each individual record to have
its envelope or container bearing, in addition to factory requirements,
descriptions of the selections on the record, name or names of talent,
number and price.

2. That the energies of the Recording Laboratory
should be bent to the immediate production of timely, lively and popular
selections, and that this should be done before anything further is
contemplated in order that the record list meet a demand already strong-
ly in evidence for this class of records; to which end a few appropriate
selections are herewith submitted.

It is the further opinion of the jobbers that in
consideration of the present retail and wholesale trade being familiar
with a goodly number of the revised list recently submitted, it could
best serve the purpose of hastily creating the impression that something
new was forthcoming if, as far as possible, only those records which

have never before made their appearance were developed in the factory in preference to those heretofore published in another combination.

It is further held to be desirable that when the factory starts to produce an entirely new selection for the trade, the entire quantity of jobbers' initial order should be made ready, so that simultaneous shipments can be made complete, in order that an intelligent and direct appeal may be made to the present users and dealers.

3. That the exigencies of the disk situation require very prompt and convincing announcements of the merits and the goodness of the disk line from now on. Attractive and instructive advertisements should be placed in local mediums where jobbers and dealers are already established, as well as in the well-known national medium of *Billboard*, the *London* *Evening Standard* and the *Saturday Evening Post*. The weekly national magazines are not so essential of this type. In our judgment, we should strike quickly and strike hard in this respect.

4. That in consideration of the size and volume of all Glass A business the terms be changed, to a plan whereby the large concerns handling this business be required to take their additional allowances in the form of a cash discount payable within ten days of date of invoice; this discount to be ten per cent. on all disk machines bearing the jobber's maximum discount, and a decimal on other types of disk machines and disc records that will approximate the present extra discount; this line of special discount to apply to disk goods only.

Respectfully submitted in confidence and with renewed assurances of greatest respect and highest esteem.

Signed: _____

Mr. Edison stated that in the discussion between Mr. Edison and the Jobbers, the following decisions were reached:

In the first resolution Mr. Edison stated that in the new catalog he would indicate the names of certain of the talent. He explained that some of the artists would not desire to have their names used, and that others he did not desire to use, so that certain names would be withheld. In view of this decision it will be necessary for Mr. Edison to furnish the names that may be used in the new catalog. Mr. Mackenzie will get this information from Mr. Edison.

On the second resolution Mr. Edison stated that Mr. Edison informed the jobbers that he intends to get out plenty of hand selections, popular music and timely hits. Mr. Weston stated that Mr. Edison had been supplied with copies of the Victor and Columbia catalogs, which Mr. Edison will consult on this point. As to new songs and music from new productions, it was

the opinion of the Committee that Mr. Walter Miller should get in touch with Mr. Edison and arrange more understanding about selecting and recording this new staff. Mr. Breton will take this up with Mr. Miller.

On the third resolution Mr. Wilson stated that Mr. Edison expressed willingness to put one announcement in the October issue of the Edison Magazine. Mr. Miller stated that the Edison Magazine had made arrangements to take 20 pages in the October issue in the Edison Magazine for the purpose of exploiting the Edison Talking Machine. Mr. Miller inquired when the Edison Magazine would be published. Mr. Breton stated it came out the 15th of the month. Mr. Miller inquired whether we could get into the October issue. Mr. Breton stated in advance of that time and Mr. MacKenney stated that he thought it would be possible to get in issues that came out at approximately that time.

Mr. MacKenney requested an expression from the Committee as to space and cost. Mr. MacKenney stated that page announcements would cost approximately as follows for one insertion:

Edison Magazine.....	\$4.00.
Edison Magazine.....	4.00.
Edison Magazine.....	4.00.
Total.....	\$12.00.

The Committee were of the opinion that we should use double pages in making this announcement. The cost of this would be about twice as much. Mr. MacKenney suggested cutting the Edison Magazine as its circulation is largely duplicated by the Edison Magazine. After discussion, it was decided by the Committee to recommend the use of the Edison Magazine and double pages in each for the proposed announcement. One page to be devoted to the Edison Magazine, the other to the Edison Magazine. This would make the total cost approximately \$12.00. as against \$16.00 for single pages in all three papers.

On the question of raising Class A dealers take their special discount in the form of a cash discount, Mr. Wilson stated that no decision was reached on this proposal. It was decided after discussion not to make any change in our method of handling Class A dealers for the present at least, inasmuch as all of our contracts are printed and our present discounts have become generally known to the trade.

As supplementary to the preceding resolutions Mr. Breton submitted the following letter from the Editors:

"New York, N. Y.,
Aug. 11, 1913.

Thomas A. Edison, Inc.,
Orange, N. J.

Gentlemen:

At an informal conference of exclusive Edison jobbers held this day, it was thought advisable, in addition to the resolutions submitted to Mr. Edison, to bring to the Company's attention the following suggestions for improvement, all of which had been brought more or less forcibly to the attention of all of the jobbers in attendance:

Unusual breaking of springs in Amberola Vi machines.

Automatic stop very unsatisfactory on Viac.

That rare records be furnished with "culture talk" on one side to one that impression this plan would have on the public.

That no new dealer be accepted by the factory from a more distant jobber than each dealer in in the native zone of one jobber, without first taking up the advisability of such acceptance from the nearest jobber.

That a foreign list of Blue Amberol records be furnished, catalogue to be separate from regular catalogue.

In view of the Company's announced decision to shortly discontinue the present record exchange, and in view of the most urgent need of an increased record allowance, we would respectfully ask that further exchange the Company may have under consideration at this time.

Respectfully yours."

On the breaking of springs in Amberola Vi machines, Mr. Leeming stated that the new spring standard which is being established, will take care of this.

As to the automatic stop, the new stop which is being adopted removes the cause for complaint.

With reference to the idea of getting out some records with a lecture on one side, Mr. Edison stated Mr. Edison had stated he would try this out on ten or twelve records and see how the public like it. Mr. McChesney will consult Mr. Edison as to what selections are to have these lectures on one side and who is to prepare the lecture.

With reference to protecting a Jobber as far as possible in his tributary territory, this has been our policy right along and will be continued.

With reference to a Foreign List of Blue Amberol Records, we are sending all of our Foreign Records, and printed matter is in process.

In reference to considering some further record exchange, Mr. Ballouer stated that Mr. Edson told the Johnsons that the present return allowance including the allowance on machines, would be continued until the Johnsons were pretty well cleaned up. It is understood, however, that the allowance on machines is not to apply to AMERICAN VII and X. It was decided to get out a letter to the trade stating that the present record return allowance will be continued until the 1st of January, 1914. This letter, however, to point out clearly that the machine allowance will not apply to AMERICAN VII and X. The latter types are to be announced to the trade at the same time, but in a different letter.

Wm. Maxwell.

Chairman.

Mr.

Copies to all committee members and to Messrs. Edson, Wilson, Berggren, Robert and Looming.

Mr Edison

Special Meeting
of the
Amusement Phonograph Committee
Held August 28th, 1913.
at 10:30 A.M.
In the Executive Committee Room.

Present: Messrs. Mohr, McChesney, Hird, Irton, Bolbeer, Maxwell.
Absent: Mr. Stevens. Messrs. Miller and Shakespeare were called
into consultation.

Mr. McChesney submitted the idea of pasting the printed descriptive slips of Disc Records on the outside of the envelope instead of inserting them inside of the envelope. This would also afford us an opportunity to show the number of the record on the outside of the envelope. Mr. Mohr was called into consultation and questioned as to the expense and practicability of doing this. Mr. Mohr expressed himself in favor of the idea, and stated that it would really be less expensive than inserting the slip. Mr. Irton thought there might be some objection from the trade because it would require dealers to be sure and get each record back in its proper envelope. It was pointed out however, that this objection would also exist if the slips were inserted. Mr. McChesney stated that the use of the pasted labels would make it impossible for us to make reference, to other similar selections and we had best use this advertising point.

Mr. Mohr offered a further argument in favor of the pasted labels by stating that he believed the inserted slips scratched the surface of the record. Decided after discussion to adopt the use of pasted labels instead of the printed slips, and Mr. McChesney will proceed accordingly.

Mr. Wilson read a letter from Fred Babson arguing against our demand that he at this time, increase his recent order for 3000 Fireside machines if he expects to require more than that number. Decided after discussion that we would omit the Fireside machine from our new catalog, as previously decided, but that inasmuch as some Fireside Machines will probably have to be manufactured for the foreign trade, we will give further consideration to filling Babson's future requirements, when Fred Babson visits us next month. Meanwhile we are proceeding with the manufacture.

Mr. McChesney called attention to the fact that the Foreign Department is getting out a new catalog listing all of the horn models. Messrs. Miller and Shakespeare were called into consultation. They stated that Mr. Stevens was familiar with the fact that the manufacture of all horn models except Fireside and Gem is to be discontinued, but had nevertheless instructed that all horn models be listed - presumably to aid the branch houses and the trade to dispose of their stocks.

-2-

They thought if the Foreign Department is permitted to have a share of the new hornless models as fast as they come through that the Gem and Fireside are the only horn models that need be listed. Mr. Wilson will communicate with Mr. Stevens at once.

Wm. Maxwell,

Chairman.

A.H.

Copies to all Committee Members and to Messrs.
Edison, Wilson, Berggren, Bokert and Looming.

Mr. Edison

24th Meeting of the
Amusement Phonograph Committee
Held August 24th, 1912.
at 10:00 A. M.
In the Executive Committee Rooms

Present: Messrs. Mehr, Bird, McChesney, Ireton, Wilson,
Dolbeer. Absent: Mr. Stevens: Mr. Leeming was present.

Mr. Mehr stated that the samples of
the 11th list for the Coast will be shipped today and the
samples for other points either Friday or Saturday morning.

Mr. Maxwell inquired whether the method
adopted to prevent over-runs is working out satisfactorily
and Mr. Mehr stated that it is.

Mr. Dolbeer submitted trade letters
which have been sent out by the S. L. Crosby Co. Bangor,
Maine and Kipp-Link Phonograph Co. Indianapolis. Both of
these letters indicate that there is some misunderstanding
on the part of the jobbers as to the quantity of new selec-
tions that are coming out on the disc and the date on which
we will be able to commence regular monthly supplements.
It is considered by the Committee of the utmost importance
that we do as much as we can to meet the evident needs of
the trade and the trade letters in question are attached to
Mr. Edison's copy of the minutes of this meeting in order
that he may see them.

Mr. Mehr was excused.

The Committee considered Mr. Leeming's
memorandum of August 27th. Decided that Mr. Leeming shall
now instruct both the outside cabinet manufacturers and our
own cabinet factory that on all new work the standard
finishes only are to be used. That will mean that Disc A-260,
A-260, A-180, and A-80, will in the future be finished only
in semi-gloss mahogany and quartered golden oak - the same of
cylinder models AMBEROLA I, AMBEROLA III, AMBEROLA V and
AMBEROLA VI. The announcement to the trade concerning these
standard finishes has already been made in respect of the
cylinder models and will be made in regard to the disc product
as soon as we are in a position to announce the new A-60 model
which will be coming through about September 15th. An announce-
ment will be made as soon as Mr. Leeming can give Mr. McChesney

a machine to be photographed. Mr. Leeming says that samples for the Jobbers will be ready about September 5th.

With reference to new model AMBEROLA VI, it was decided to make no announcement of the new model until we have worked off all of the present models that are coming through the shops.

Mr. Leeming announced that the AMBEROLA VIII and X will be packed for shipment in veneered cases which will make considerable saving in cost and weight estimated about 11¢ each in cost and about 20 lbs. in weight.

Mr. Maxwell brought up for discussion the management of the traveling men and there occurred an extended discussion - to be resumed at the next meeting.

Wm. Maxwell.

Chairman.

A.H.

Copies to all Committee Members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Thos. Edison

Minutes of the 35th Meeting
of the
Amusement Phonograph Committee
Held September 3, 1913
at 10:00 A. M.
In the Executive Committee Room.

Present: Messrs. Hird, McCheaney, Ireton, Dolbeer and Maxwell.
Absent: Messrs. Stevens and Nehr. Mr. Leeming also attended.

Mr. Hird referred to cylinder model Amberola VIII, calling attention to the fact that we have received orders for 4000, and that the present schedule calls for 5000 at the rate of 75 per day. Mr. Ireton stated that he and Mr. Dolbeer have been going over the orders received from jobbers and are certain that about 500 additional orders will be received from jobbers in the near future, making a total first orders of 4500. Mr. Dolbeer thought that we will undoubtedly sell 7500 by January 1st, and after discussion it was decided to recommend that the manufacturing department anticipate its requirements for materials with a view to continuing the present schedule of 75 per day until the 1st of January. Mr. Wilson suggested the advisability of increasing the schedule on Amberola VIII to 100 per day, and after discussion it was decided to place an order outside for cabinets to be delivered at the rate of 25 per day for 100 days, to make a schedule of 100 Amberola VIII's per day possible.

With reference to Amberola X, Mr. Ireton, stated that the orders received to date, including telegraphic orders, amount to 7000. The production department's schedule contemplates the manufacture of 10000. It is estimated that we shall within a few days receive orders from jobbers not yet heard from for at least 1000 more of these instruments - making a total of 8000 orders. Mr. Wilson called attention to the fact that the foreign department would probably require as many as 1000 Amberola X's right at the start. Decided after discussion to recommend to the manufacturing department that they make preparations to continue the schedule for an additional 5000 Amberola X.

Mr. Ireton brought up the question of the price to be made to Class A dealers on special grand opera cylinder records, such as the Bonci records. Decided after discussion to make a price of 60 cents in the United States to Class A dealers. This would make the price to Class A dealers in Canada 78 cents.

Mr. Dolbeer requested Mr. Leeming to give him some information relative to the production of Type B-60 disc phonograph. Mr. Leeming has promised that we will be able to obtain approximately seventy-five B-60 samples during the week of September 15th, and that during the week of Sept. 22nd we will try to reach schedule.

Mr. Leeming has also promised samples of the Amberola IV sometime during the week of the 15th, and stock shipments will be ready sometime during the week of September 22nd, 1913.

F. K. Dolbeer

Acting Chairman.

Copies to all committee members and to Messrs. Mason, Wilson, Berggren, Eckert and Leeming.

Note: Mr. Maxwell was excused after the discussion of prices to Class A dealers, until which time he acted as Chairman of the Committee.

Mr. Cheaney

Minutes of the 36th Meeting
of the
Amusement Phonograph Committee
Held Sept. 18, 1913
at 10:00 A. M.
In the Executive Committee Room.

Present: Messrs. Mehr, Hird, L. C. McCheaney, Wilson, Ireton,
Bolbeer and Maxwell. Absent: Mr. Stevens. Mr. Leeming also
attended.

Mr. Mehr stated that the use of the new water dye on the Blue Amberol records which caused the wear trouble was discontinued two weeks ago. The old process involving the use of acetone dye is being employed now. The curing is now being accomplished in twelve hours, as compared with four and a half days formerly. The curing process will be conducted in a detached building and not in Building #24. Mr. Leeming stated that wear tests show that the records dyed with acetone, twelve hour cured, will sustain 800 playings without showing any signs of wear.

Mr. Bolbeer brought up the question of what our policy is to be in handling complaints made about records wearing out on account of the use of the water color dye. Decided after discussion that as these complaints arise we will adjust them by replacement, but will make no general announcement.

Mr. Wilson inquired whether the stock of water dye records has been examined, in order to weed out the bad ones. Mr. Mehr stated that this examination is in process at present and has been since the trouble was first discovered. He is throwing out all bad colored and light colored records.

Mr. Ireton brought up the question of ten Broadway hits from current musical productions, and inquired whether they should be put out as a special list or held for regular release with the November supplement. After discussion it was decided to put them out as specials in October. It is anticipated that we can commence shipment about the 15th of October, commencing in the East and moving westward - in other words, reversing our usual method. Mr. Ireton will furnish Mr. Bolbeer the necessary information to prepare a bulletin, and Mr. McCheaney the necessary information to prepare a suitable piece of advertising matter.

Mr. Mehr stated that the first shipment of the new disc envelopes is at hand and is ready for the labels. Mr. McCheaney stated that the labels are being printed and that the printers have promised to commence delivery this week. Mr. McCheaney commented that in buying printing at the lowest figure obtainable, it is difficult to get as prompt delivery on some of our stuff in many cases as desirable.

Mr. Mehr was excused.

Mr. Leeming brought up the question of having all printed matter touching on mechanical design or operation of phonographs submitted to him before it is sent out. Mr. Maxwell requested that Mr. McChesney submit all such copy to Mr. Leeming and to Mr. Hutchinson before it goes to the printer, which Mr. McChesney said he would do.

Mr. Elreton submitted a letter from Pacific Phonograph Company, San Francisco, demanding a larger freight allowance, on the ground that the shipment of our monthly supplement by American Hawaiian line results in such delay that the records do not arrive in time for the opening dates. After discussion it was decided, unless Mr. Walter Miller has some good reason to the contrary, that we will advance the closing date of our supplement to the 10th of the month - in other words, go back to the old plan, and in the case of timely hits, get them out as specials.

Mr. Dolbeer referred to the pressing demand for A-80. Mr. Leeming stated that nine came through yesterday, and he expects to reach the schedule of 50 per day in about two weeks.

Mr. McChesney brought up the question of a new disc record catalog. Mr. Dolbeer stated that we need a new one by the middle of October, containing all of the selections we can possibly include in it together with the names of such artists as are to have their names announced. Mr. McChesney stated that in order to get out such a catalog by the 15th or 20th of October the information should be furnished to him immediately. Decided after discussion that as soon as we have 150 selections we will get out a new catalog, and if any considerable additional number of selections is ready before the catalog is printed and circulated, we can insert a loose page supplement.

Mr. Wilson read memorandum from Mr. Dolbeer concerning Wanamaker, Gimbel Bros., Siegel-Cooper Co. and Macys in New York, all of whom are apparently ready to take on the disc line. There followed an extended discussion and it was decided that we ought not to establish any department store accounts in New York until we are in a position to furnish records in larger quantities.

With reference to anticipating our further requirements for Amberola X, it was decided to defer consideration of this matter for three weeks. We now have 9000 Amberola X's on shipping order, and the present schedule contemplates the manufacture of 15,000 at the rate of 300 per day.

On Amberola VIII we have shipping orders for approximately 6500. The present schedule contemplates the manufacture of 7500 at the rate of 100 per day. Decided to continue

this schedule until 10,000 are manufactured and increase the schedule to 150 per day if possible. The shipping orders on Amberolae VIII and X do not include any foreign orders, but samples have gone forward to foreign points and we will no doubt soon commence to receive foreign orders.

Wm. Maxwell

Chairman.

All

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Hird
W
Minutes of the 37th Meeting
of the
Amusement Phonograph Committee
Held Sept. 25, 1913
at 10 A. M.

In the Executive Committee Room.

Present: Messrs. Nehr, Hird, L. C. McChesney, Wilson, Ireton,
Dolbeer and Maxwell. Absent: Mr. Stevens. Mr. Leeming also
attended.

Mr. Maxwell brought up the question of
Blue Amberol records and Mr. Nehr stated that during the past
two weeks the records have been coming better than ever before.
Recently we have been losing only about ten or twelve percent
in the printing operation.

Mr. Nehr stated that the samples of the
December list for the coast will be ready for shipment Friday
afternoon. Mr. Nehr stated with reference to the ten special
hits which were desired by the 10th of October that he believes
he will have them ready before then, as he has about 800 of each
made at the present time. Mr. McChesney said that the printed
matter will be ready between the 5th and the 10th.

Mr. Nehr was excused.

Mr. Hird brought up the question of the
further manufacture of Fireside machines after Babson Bros.
present order for 3000 is completed. Mr. Wilson stated that Fred
Babson is unwilling to place another order at this time and
understands that there will be delays in filling his future or-
ders. Mr. Wilson instructed Mr. Hird to ship the Fireside
machines to Babson as rapidly as possible for special reasons
which he explained, and if any question is raised by Babson about
the shipments anticipating the dates specified in the order,
dating can be given to correspond with the order.

Mr. Wilson brought up the question of the
complaints about the returns being made of the A-60 instrument,
of which about 600 are in the hands of the trade. After discus-
sion it was decided that where jobbers complain about this in-
strument and desire to return their stock, Mr. Dolbeer will en-
deavor to get them to keep the instruments, but will if necessary
agree to take the goods back provided at least an equal number
of the new model, B-60, is ordered.

Mr. Leeming brought up the question of
cabinets for A-250-200-150 and 80. Decided after discussion to
postpone consideration of this for another week.

Mr. Hird was excused.

There followed an extended discussion of
outstanding accounts with jobbers for disc goods, and it was the

opinion of the Committee that the supply of records will soon be sufficient to justify pressure being brought to bear. Mr. Bolbeer will keep this constantly in mind.

Wm. Maxwell

Chairman.

AH.

Copies to all Committee members and to Messrs.
Edison, Wilson, Berggren, Bokert, Leeming and Hutchison.

THOMAS A. EDISON, Incorporated

Mr. Edison

Minutes of the 38th Meeting
of the
Amusement Phonograph Committee
Held October 2, 1913
at 10:00 A. M.
In the Executive Committee Room.

Present: Messrs. Hird, L. C. McChesney, Wilson, Ireton, Dolbeer
and Maxwell. Absent: Messrs. Stevens and Nehr. Mr. Leeming
also attended.

The recent decrease in Blue Amberol orders
was brought up for discussion. Mr. Ireton stated that it was
difficult to account for the sudden drop in the orders. He
thought that the bad surface which resulted while the water dye
was used may have something to do with it. Mr. McChesney thought
that our failure to do any advertising is partly responsible.
Messrs. Ireton and Dolbeer were inclined to agree with Mr. Mc-
Chesney. Mr. Maxwell thought that the light orders for the
October list might to some extent be due to the fact that the
trade did not absorb the one hundred selections in the September
list as rapidly as was expected. He also thought that the selec-
tions in the October list are not quite so attractive as those
issued in September.

There followed an extended discussion of
advertising, Messrs. Dolbeer, Ireton and Mc Chesney favoring some
national advertising in a selected list of magazines. Mr. Maxwell
advocated newspaper advertising on the zone system as outlined by
him at a previous meeting. Mr. Wilson was inclined to favor
newspaper advertising if it could be done without too great an
expenditure. Mr. Wilson requested Messrs. Dolbeer and Ireton to
prepare a careful statement setting forth the reasons which they
think have caused the recent falling off in Blue Amberol record
business.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs.
Edison, Wilson, Berggren, Eckert, Leeming and Hutchison.

Mr. Edwards

Minutes of the 40th Meeting
of the
Amusement Phonograph Committee
Held October 16, 1913
at 10:00 A. M.
In the Executive Committee Room.

WJ

Present: Messrs. Wilson, Nehr, Hird, McChesney, Iretton, Dolbeer and Maxwell. Absent: Mr. Stevens. Mr. Leeming also attended. Messrs. Ives and Redfern were called into consultation.

Mr. Hird submitted a report regarding shipment of Amberolas VIII and X, showing that up to and including today's shipments, there is a total of 1889 VIII's and 3520 X's shipped, and that we have reached Indianapolis on our way east. The indications are that there will be no further delay or holdup in obtaining Amberola VIII because from Monday of next week there will be shipments of cabinets coming into the factory, and we are now prepared to manufacture some of them ourselves so as to increase the output.

Mr. Nehr reported that standing order of 200 each of the Blue Amberol records for the Pacific Phonograph Company, San Francisco, Calif., January list, will be ready for shipment on Monday October 20th, this being the first shipment of this character, which is going forward via the American-Hawaiian Steamship Line in an endeavor to place them in the hands of the jobbers via that route in time to be shipped to their dealers and go on sale December 24, 1913. If the printed matter is not ready when this goes forward, the records will be shipped without the printed matter - the printed matter to follow by all rail.

Mr. Dolbeer inquired when sample B-60's will be ready, calling attention to the fact that the manufacturing department had promised them some time ago. Mr. Leeming stated that the only occasion for the delay is the experiments that are being made to brace the cabinet so that it will not warp and pull the mechanism out of adjustment. Until he is satisfied that this trouble has been overcome no B-60's will be supplied to the sales department. He is hopeful that samples can be permitted to come through in about ten days. He stated that cabinets are coming through at the rate of 75 per day and we have sufficient mechanisms to take care of the schedule. As soon as a proper system for bracing the cabinets can be determined by the tests now in process, the machines will come through in quantities.

Mr. Leeming said that the difficulty we have had with the A-80 is the same as he is now trying to correct in the B-60. He believes that he has overcome it in the A-80 and shipments will be resumed immediately.

Mr. Leeming brought up the question of school phonographs. Mr. Iretton stated that the sales are very limited, and that he sees no prospect of selling this machine to the trade.

at the present discount. Mr. Ives was called into consultation. He stated that at the present trade discounts there is no co-operation on the part of dealers, and that since the Victor people have brought out a school machine at \$60, it is next to impossible for us to sell our school model at \$75. He thought that at a special price our school machine could be sold direct to the New York City schools and to the schools of some of the other cities. He thought a price somewhere between \$50 and \$60 would get the business in New York City because the New York schools are not very well satisfied with the Victor machines they purchased last year. Mr. Ives stated that we have lost the sale of a number of school machines because we had no folk dance records, but we are now supplying this lack. Mr. Leeming stated that we have the parts for 1000 school machines and he is in favor of getting rid of these machines even if we have to make a sacrifice. Mr. Dolbeer thought that if we would allow jobbers a discount of 50% on the school machine instead of the present 33-1/3% and let dealers have 40% instead of the now prevailing 25%, we could move some of the machines now on hand. It was the consensus of opinion that in many cases we would desire to deal with the schools direct. Mr. Redfearn was called into consultation and submitted cost figures on the school machine. Mr. Maxwell thought that we ought to be very careful not to lay ourselves open to the criticism that we were competing with our own dealers, and that if we maintain a list price of \$75 on the school machine but go in and sell machines to schools at \$50 or \$55, our dealers would have a right to kick even though they had not stocked the school machine. Mr. Dolbeer agreed. Mr. Maxwell thought it would be better to let the trade discounts remain as they are, but establish a list price of \$55 and authorize a selling price of \$50 to schools purchasing in large quantities. The dealers could not then criticize us for selling direct in localities where no dealer was pushing the school machine. Mr. Redfearn was requested to go over his costs again and make a revised report, with a view to determining the lowest price we can afford to accept from the trade in view of the possibility of our desiring to continue the line after we have disposed of the present stock.

Mr. Leeming proposed that we discontinue the manufacture of all Standard phonographs except model D, which is the combination four and two minute machine. He proposes to supply this model with back stop attachment for the International Correspondence School, looking such machines as are supplied to them so that only two minute records can be played. For Babson Bros. and others he would lock the machines so that only four minute records could be played. Mr. Leeming argued that it is very objectionable from a manufacturing standpoint to manufacture all four models of the Standard phonograph. Mr. Durand was called into consultation and was of the opinion that the I. C. S. would be very glad to use the D model if we would supply it at the same price as the two minute Standard model they are now using. He also thought that Kimball, who is at present using Presto machines, would be willing to accept anything we adopted as our regular language course machine. Kimball is at present getting

dealers' discounts on the Fireside machine from Davega. After discussion it was decided to request Mr. Hird to prepare a statement of just what would have to be done to adapt model D to universal use.

Mr. Durand submitted new model recorder which has been developed for the dictating machine. This design overcomes some of the difficulties that have been experienced with the amusement phonograph recorder. Decided after discussion to request Mr. Durand to submit this recorder to the engineering department and request that the engineering department report to the amusement phonograph committee their opinion of the practicability of adopting this recorder for the amusement phonograph. Mr. Hird will report what stock we have of amusement phonograph recorders on hand at present.

There followed an extended discussion of the cause for decline in the Blue Amberol orders, a subject which is to be taken up with Mr. Edison.

Wm. Maxwell
Chairman.

AH.

Copies to all committee members and to Messrs.
Edison, Wilson, Berggren, Eckert, Leeming and Hutchison.

Mr. Carson

Minutes of the 41st Meeting
of the
Amusement Phonograph Committee
Held October 23, 1913
at 10:00 A. M.
In the Executive Committee Room.

W.H.

Present: Messrs. McChesney, Hird, Irton, Nehr, Messrs. Wilson and Maxwell present part of the time. Absent: Messrs. Stevens and Dolbeer. Mr. Leeming also attended. Mr. Holden was called into consultation. Mr. Irton conducted meeting until arrival of Mr. Maxwell:

As requested in a previous meeting of this Committee Mr. Hird submitted report on two and four minute style recorders now in stock. The report follows:

	<u>Orders Rec'd</u> <u>since 3/1/13</u>	<u>Shipped</u> <u>since 3/1/13.</u>	<u>Unfilled</u> <u>Orders</u>	<u>In Stock</u>
2 Minute	2217	1605	612	608
4 Minute	1289	1232	57	881

Attention is called to the unfilled orders for two minute style which show 612, whereas our stock shows 608. This is explained by the blanket order on file from the I.C.S., which is executed at the rate of 50 instruments per week.

Further action on the adoption of new model recorder submitted by Mr. Durand at the previous meeting of the Committee cannot be taken, until report by the engineering department is made on the practicability of the instrument.

Mr. Hird submitted a report on condition of the Amberola IV phonograph, showing the original shop order specified 200, against which we have already sold 129, have made shipments of 81, leaving 40 on unfilled orders. The report also shows a balance on manufacturing schedule over unfilled orders of 58. In view of the fact that there are only 71 instruments provided for over orders received to date, and the further fact that this instrument will be illustrated in national advertising now contemplated, it is thought advisable to recommend to the Vice President & General Manager that a further shop order of 200 Amberola IV's be authorized.

Mr. Hird submitted another report showing shipments of Amberolas VIII and X up to and including today. The total is 2506 VIII's and 4901 X's. We are now engaged in making shipments to New York state jobbers and will cover New England tomorrow and Saturday, finishing with Philadelphia and New York City on October 27th and 28th respectively.

At the last meeting of the Committee it was reported that we would receive a large shipment of Amberola VIII cabinets from the outside beginning Monday of this week. Since then the cabinet manufacturer has reported that he cannot

Mr. Wilson brought up the question of withdrawing all price restrictions on wax records. After discussion it was the unanimous decision of the Committee that this should be done. Mr. Maxwell will prepare a letter announcing this, such announcement to take effect at the earliest date possible under our license agreement. Mr. Holden was called into consultation. He and Mr. Maxwell will decide as to the date.

Mr. Wilson submitted revised costs on school machines as prepared by Mr. Redfearn, as requested at the previous meeting. Decided after discussion to establish a list price of \$60, allowing jobbers 50% discount and dealers 40%. We will permit the trade to allow to schools and will ourselves allow graduated discounts as follows:

On a purchase of 5-10 machines a net price of \$55
 " " " "10-20 " " " " " \$50
 " " " " 20 and over a net price of \$45.

The foregoing reductions were unanimously considered advisable in order to move the stock of school machines we now have on hand. Mr. Ireton will prepare a bulletin to the trade.

Figures on the Standard machine were submitted but it was decided to hold the matter over until the next meeting, meanwhile considering and analyzing these figures.

The question of restriction notices on disc-reproducers when sold separately was discussed, and Mr. Leeming will take the matter up with Mr. Holden and make a further report.

With reference to 110 A-60 phonographs in the hands of Kent Piano Company of Vancouver, B. C. which they desire to return, decided after discussion to make them a proposition to rebate them \$10 on each instrument and allow them to sell same at \$40 plus duty, this being considered preferable to taking the instruments back, crediting them with the entire purchase price, duty and freight and incurring the loss and expense of converting the mechanisms for use in the B-60 cabinets.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs.
Edison, Wilson, Berggren, Eckert, Leeming and Hutchison.

Mr. Gibson

Minutes of the 42nd Meeting
of the
Amusement Phonograph Committee
Held October 30, 1913
at 10:30 A. M.

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In the Executive Committee Room.

Present: Messrs. L.C. McChesney, Ireton, Mehr, Hird and Dolbeer.
Absent: Mr. Stevens. Messrs. Maxwell, Wilson and Holden present part of the time.

Mr. Hird reported shipments of Amberolas VIII and X to October 29th as follows:

Amberola VIII's	2930
" X's	5439

We have made shipments to all jobbers in the United States and Canada, some orders having been shipped complete. On large orders liberal part shipments have been made. It appears from these shipments that just about 50% of the original orders has been shipped, leaving still on unfilled orders approximately 4000 Amberola VIII's and the same of Amberola X. The method of following up these shipments will be to complete one or two car load shipments which are not being prepared and then to ship these to jobbers as requested. Those demanding them will receive more prompt attention than those who are not urging shipment.

Mr. Dolbeer brought up the question of the advisability of withholding the letter to the trade regarding the reduction in price on the present wax record stocks in the hands of the jobbers and dealers. He feels quite certain that it will again disturb the trade and believes that it will be to the best interest of all to withhold the notice until after the first of the year. In this connection he brought up the result of a year ago when the price on the two and four minute wax records was reduced just prior to the holidays, and called attention to the fact that a number of the dealers and jobbers had written us at that time, asking why we did such a thing before the holidays when there was a possibility of their disposing of some of the goods at regular prices. We of course realize that perhaps this letter appears to be necessary, due to the O. K. Houck Piano Company case which is under consideration, but Mr. Dolbeer believes that we can call Mr. Houck's bluff and perhaps keep him from cutting prices on these goods until January 1, 1914 at which time the announcement could be made without disturbing our present relations with the jobber and dealer. In discussing this matter Mr. McChesney agreed with Mr. Dolbeer so far as the advisability of holding this letter over until January 1, 1914 is concerned. Mr. Ireton is undecided as to the advisability of this, but thinks it worth while at least discussing and considering further before the letter is issued. Mr. McChesney, of course, will want to know at once, due to the fact that the letter is now in preparation. We feel that the trade are at present resigned to our present attitude regarding the wax record stocks and it might be well to leave it undisturbed until after the first of the year at least.

F. K. Dolbeer
Acting Chairman.

Copies to all committee members
and to Messrs. Wilson, Maxwell, Robert, Leaming & Hutchinson

Mr. Wilson

Minutes of the 43rd Meeting
of the
Amusement Phonograph Committee
Held November 6, 1913
at 10:00 A.M.
In the Executive Committee Room.

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Present: Messrs. Nehr, Hird, L. C. McCheesney, Dolbeer and Maxwell/
Mr. Wilson present part of the time. Absent: Messrs. Stevens and
Ireton. Messrs. Leeming and Millar also attended. Mr. Durand was
called into consultation.

Mr. McCheesney inquired whether it is
advisable to print any more labels for standard wax records. He
stated that we require labels for three selections. Mr. Millar of
the foreign department was called into consultation and after dis-
cussion it was decided to print no more labels for wax records
(either two or four minute), but to use typewritten labels where
a record is sent out for which we have no label.

Mr. Millar inquired how soon the foreign
department could have Amberolas VIII and X. Mr. Leeming stated
that he fully expects to supply these goods for the foreign trade
by the 1st of January or before. Mr. Hird stated that this date
could be anticipated somewhat unless all of the American jobbers
call for their full quota.

With reference to the proposed dis-
continuance of the manufacture of wax records on December 31st,
there occurred a discussion and Mr. Durand was called into consulta-
tion. He stated that the Kimball people have already agreed and
their records are being made over in the Blue Amberol. He expects
to see Mr. Foster of I.C.S. in the near future and assures the
Committee that he will get Mr. Foster to agree to remaking all of
the I.C.S. records in the Blue Amberol.

Mr. Nehr was excused.

Mr. Hird inquired whether it is desired
to place an order for any more Concert cabinets. He stated that we
have enough to fill our present orders for this machine because
W. D. Andrews has lately returned a small quantity. However, a
few orders will no doubt continue to come in and we shall not be
able to fill them unless we order some cabinets or get some back
from our jobbers. Decided after discussion not to manufacture any
more Concert machines.

Mr. Hird brought up the question of
Home Recording on the concealed horn models. He stated that our
present recorder with an adapter ring works satisfactorily on
Amberolas VIII and X. However, we have no recorder that will work
on V and VI, and he stated that we have received some inquiries,
one from our jobbers, Harger & Blush of Den Moines, who want five

recorders for these models. Mr. Millar also stated that they had received some foreign inquiries. After discussion it was decided to request Mr. Leeming to submit a report at the next meeting as to just what will have to be done to adapt Home Recording to all kinds of concealed horn instruments.

Mr. McCheesney brought up the question of weeding the dead timber out of our dealers' mailing list and suggested that we prepare a list for each jobber of all of the dealers on our list who have been qualified by him, and request him to report which ones are inactive and to express an opinion as to the comparative qualities of the remainder. Thereupon we would take up with the dealers reported inactive the question of what they desire to do, and if there seems to be no hope of reviving them we will cancel their licenses. The Committee unanimously approved of this plan and Mr. McCheesney will see that it is carried out.

Mr. Dolbeer called attention to the fact that we have on unfilled shipping order 950 A-80's in mahogany, and 350 in golden oak, making a total of 1300. The schedule is 50 per day and at this rate it will require 22 days to fill these orders. On B-80's we have 1500 on unfilled shipping order. The schedule is 75 per day and it will require 20 days. Mr. Dolbeer emphasized the importance of filling these orders by December 1st so that the trade will have the goods for Christmas. Mr. Leeming stated that the packing on the A-80 has stood the test to which it was submitted and that both models will come through the shop at a pretty good rate hereafter. He stated that every effort possible will be made to fill these orders by December 1st, although he cannot promise as to this date positively.

Mr. Hird was excused.

There followed an extended discussion of New York representation and advertising. ~~Heater~~ Wilson being of the opinion that up from New York representation is of the utmost importance. Mr. Maxwell requested Mr. Dolbeer to formulate a proposition that he thought would interest American Piano Company at the present time and submit it for consideration at once.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert, Leeming and Hutchison.

M. E. Eason

Minutes of the 44th Meeting
of the
Amusement Phonograph Committee
Held November 13, 1913
at 10:00 A. M.
In the Executive Committee Room.

W. J.

Present: Messrs. Mehr, Hird, L. C. McCheaney, Wilson, Dolbeer and Maxwell. Absent: Messrs. Ireton and Stevens. Mr. Leeming also attended.

Mr. Mehr inquired whether the discontinuance of the manufacture of wax records on January 1st means that cut out records will no longer be manufactured. Mr. Maxwell stated that such is his understanding and Mr. Leeming concurred. Mr. Hird stated that he occasionally got a letter from a user who wants to replace a broken record of a selection that has been cut out and that his dealer does not have in stock. It has been our practice to make up a special record to fill such an order. Mr. Leeming pointed out that this involved considerable loss and it was decided to discontinue this practice.

Mr. Dolbeer called attention to letters from jobbers requesting that the January list be permitted to go on sale the 20th of December instead of the 24th and that the shipping date be changed to the 19th. The Manufacturing Department being in a position to make shipments sufficiently early to provide for this, it was decided to make this change from our regular schedule, and Mr. Dolbeer will send out a bulletin to that effect.

Mr. Hird referred to Disc model A-300 (Circassian Walnut), stating that we have fifteen coming through the shop and eleven on order, of which five were lately ordered by telegraph. He recommended a shop order for twenty-five. He states that our sales for the past year have been fifty-five. The Committee recommends to the Vice President and General Manager that a shop order be placed for twenty-five A-300's.

Mr. Hird referred to the fact that he has received a request from a dealer that we supply casters for the dealer's stock of A-200's and A-150's, because the new catalog shows these models equipped with casters. The Committee recommended that Mr. Hird call the dealer's attention to the probability that he might not be able to put the casters on properly and that he might damage the instruments.

Mr. Maxwell read memorandum from Mr. Leeming in which the latter commented on the fact that a good many of our dealers make complaints about our phonographs which would not be made if they understood the machines a little better. He cited as an illustration a dealer in Sumter, South Carolina who wrote in to our Richmond jobber stating that he had a phonograph which

would not run, and as he knew nothing about the machine, could do nothing with it. The jobber stated that it would cost \$25 to send a man down there to look after this machine and wanted us to bear the cost. There followed an extended discussion of the importance of impressing on each jobber that he give the necessary mechanical instruction to his dealers. Mr. Maxwell recommended that we adopt a new method of handling complaints, viz: prepare suitable forms containing numerous questions touching on the possible causes of the trouble reported. He thought these questions in many cases would suggest to the complainant the remedy, and where they did not, the answers to the questions would enable us to deal with complaints more intelligently. He stated that such forms are used with considerable success by intricate machinery manufacturers. Mr. Leeming agreed. After discussion it was decided that Mr. Leeming prepare question blanks to cover complaints on both disc and cylinder instruments, and that these be used in handling complaints in the future except those that are at present arising in respect of Amberola X.

Mr. Leeming thought it important that a page in the Phonograph Monthly be devoted to discussing typical complaints and the proper means to overcome the troubles complained of. Mr. McChesney and Mr. Maxwell thought this was a very good idea. Decided after discussion that Mr. Leeming will each month furnish to the Advertising Department typical letters of complaint together with copies of his answers, and the Advertising Department will run them in the Phonograph Monthly.

Mr. Maxwell thought it might be advisable for us to adopt a new form of application blank to be used hereafter in qualifying new dealers. One of the questions to be incorporated in this blank would be a question that would call forth a declaration on the part of the dealer that he or someone in his employ would properly qualify himself to adjust phonographs and make minor repairs. Mr. Dolbeer thought this might not be an opportune time to bring up this question in qualifying new dealers. Decided to defer this matter for further consideration.

Mr. Maxwell stated that he has worked out in detail the proposed zone plan, and wants to discuss it tentatively with three or four of our jobbers. Mr. Dolbeer suggested Pardee-Ellenberger, Harger & Blish, Lucker, The Phonograph Company at Cleveland, and the Phonograph Company at Chicago.

Mr. Wilson read memorandum from Walter Miller commenting on the fact that we have to close our supplements much earlier than the Victor people. Mr. Leeming thought that the Victor people, having but one jobber on the Coast, probably make carload shipments of their records. Mr. Maxwell inquired whether it might not be possible for us to make a carload shipment to San Francisco and have the shipment redistributed from there.

Mr. Leeming thought that it might. It also occurred to Mr. Leeming that we might use the parcels post advantageously in the shipment of records to jobbers. He will investigate this subject and report.

Mr. Dolbeer submitted correspondence with reference to a proposed change in our method of billing phonographic goods to Canada. Mr. Wilson instructed that the matter be referred to Mr. Maxwell for consideration.

Mr. Maxwell brought up the question of New York City uptown representation. Mr. Dolbeer stated that he has not formulated a proposition for the American Piano Company because Mr. Wilson, after learning of Marshall Field & Company's recent demonstration to them, thought this an unpropitious time. Mr. Maxwell inquired whether there are not some other ones on Fifth Avenue which would take on the line before the holidays if our initial purchase requirements were not too high. Mr. Dolbeer mentioned several which he thinks it might be possible to interest and stated that he would see them today. Mr. Wilson again emphasized the importance of up town New York City representation.

Mr. Maxwell inquired whether the recent change in the discounts on the school machine has produced any orders. Mr. Dolbeer stated that no responses have as yet been received.

Wm. Maxwell
Chairman.

All.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert, Leeming and Hutchison.

Mr. Edison

Minutes of the 45-th Meeting
of the
Amusement Phonograph Committee
Held November 20, 1913
at 10:00 A. M.
In the Executive Committee Room.

Present: Messrs. Mehr, Hird, L. C. McChesney, Ircton, Dolbeer,
and Maxwell. Absent: Mr. Stevens. Mr. Leeming also attended.

Mr. Mehr stated that the February supplement is ready for shipment to the coast. Mr. Ircton commented that this is ahead of the schedule. Mr. Mehr stated that the capacity of the molds is proving to be much greater than was supposed.

Mr. Maxwell called Mr. Baldwin into consultation and referred to the latter's contention that the rule that prohibits the carrying in stock of more than 300 records of any Blue Amberol selection does not work out properly on good selling records. Mr. Baldwin referred to cases where the moulds were taken off in pursuance of this rule and had to be replaced immediately; furthermore, he states that the rule handicaps the filling of orders promptly. Mr. Baldwin states that he now has his department completely systematized and that from his records on the sales of each selection, he can tell from week to week how large a stock should be carried. He submitted some of his record cards for examination. Mr. Ircton stated that he is in favor of putting the responsibility up to Mr. Baldwin. Messrs. Dolbeer and McChesney agreed. Mr. Leeming objected on the ground that Mr. Baldwin has not submitted a definite plan for fixing the ratio of stock to sales nor proposed any maximum quantity in lieu of 300. Mr. Maxwell was of the opinion that we ought to give Mr. Baldwin a chance to demonstrate how his plan will work out. Mr. Baldwin stated that if we would give him a chance, he would prepare an inventory of all Blue Amberol records in stock as of date December 1st, and then on January 1st give us another inventory so that we could see exactly how his plan is working out. Decided after discussion that Mr. Baldwin be permitted to determine until further notice the stocks to be carried of all Blue Amberol selections.

With reference to the return of A-60's from Canada, decided after discussion to ship out B-60's to replace them less turn table and reproducer. Only those parts of the A-60's now in Canada that are on a list prepared by Mr. Nicolai are to be returned. Mr. Leeming will give Mr. Dolbeer a memorandum on this subject.

Mr. Maxwell referred to a letter sent down by Mr. Edison from a school principal in Philadelphia. The letter complimented the Edison Disc Phonograph but contained the information that the school had nevertheless bought a Victor. Mr. Maxwell thought that we ought to endeavor to prepare from our present list of Disc records a special list of those most suitable

for the schools in order that we may put the best foot forward in soliciting school business. He inquired how the folk dances are coming along for the Disc. Mr. Dolbeer stated that he understood some folk dances have been recorded for the Disc and that they are to be submitted to Mr. Edison. Mr. Dolbeer will learn the present status of the matter.

It is the opinion of the Committee that it is useless to attempt to make up a list of selections for the schools until we can incorporate some folk dances.

Mr. Ireton stated that we are now ready to release 12 cylinder folk dance records. Decided to get these out as an educational special and combine with them in a leaflet other selections from the Blue Amberol catalog that are suitable for the schools. Mr. Ireton will submit the copy as soon as possible. The printed matter will be needed early in January with a view to the shipment of the records with the March supplement.

Mr. McChesney brought up the question of restoring the supplement and Phonogram to their previous size, because in their present size they are not convenient for mailing and its circulation has accordingly diminished. Decided after discussion to put the change into effect with the next edition of supplements and Phonograms printed.

Wm. Maxwell

Chairman.

AM

Copies to all committee members and to Messrs. Edison
Wilson, Berggren, Eckert, Leeming, Hutchison and Baldwin.

Mr. Edison

Minutes of a Special Meeting
of the
Amusement Phonograph Committee
Held November 24, 1913
at 2:00 P. M.
In the Executive Committee Room..

Present: Messrs. Hutchison, Leeming, Hird, McChesney, Wilson,
Dolbeer and Maxwell.

There came up for discussion the model which is to take the place of Amberola VI. Decided after discussion to designate this new model as Amberola B-6. With reference to the orders that we now have on hand for the old model, Messrs. Dolbeer and Hird are to distribute the shipments of such as we now have on hand according to their judgment among the jobbers who now have orders on file with us. Mr. Leeming will bring through the old model - Amberola VI - in sufficient quantities to use up all of the cabinets we have on hand. He will do this as rapidly as possible. Meanwhile he will bring through the new model as fast as he can, and these will be shipped out to jobbers who have not received a recent shipment of the old model.

With reference to Mr. Leeming's inquiry as to whether we want to furnish Amberola B-6 in fumed oak as well as mahogany and golden oak, it was decided to bring through 100 cabinets in the white on the present shop order, with a view to promptly taking care of special orders of this instrument in fumed oak cabinets.

With reference to instruction booklet for Amberola B-6, decided in spite of the fact that the instructions are the same as for Amberola VIII, that it will be advisable to print a separate instruction book with slight changes. Mr. Hutchison will furnish the copy to Mr. McChesney immediately.

With reference to disc model B-60 Mr. Leeming stated that production is now up to 60 per day and will probably be up to 75 per day by next week. He anticipates cleaning up all the orders we now have before Christmas. He inquired what additional quantity the sales department will likely require. Mr. Dolbeer stated that if the mechanism works properly we will be able to sell a large quantity of this model. Decided after discussion to authorize Mr. Leeming to continue the present schedule for a period of thirty days beyond the time already provided for.

Decided after discussion to cut down the schedule on A-250 to 10 per day - 8 mahogany and 2 oak. Schedule on A-200 reduced to 7 per day - 5 mahogany and 2 oak. Schedule on A-150 reduced to 6 per day - 4 mahogany and 2 oak.

Decided after discussion to bring through Amberolas III, IV and V on order only as is being done at present with Amberola I. On Amberolas VI, VIII and X, decided to continue the present schedule for this week and consider the matter again next week.

The factory will reduce the pay roll all that it possibly can in view of the above reduction in the manufacturing schedule.

Wm. Maxwell

Chairman.

All.

Copies to all committee members and to Messrs/
Haison, Wilson, Berggren, Eckert, Leeming and Hutchison.

Mr. Edison

Minutes of the 46th Meeting
of the
Amusement Phonograph Committee
Held December 4, 1913
at 10:00 A. M.
In the Executive Committee Room.

Present: Messrs. Mehr, Hird, L. C. McChesney, Ireton, Dolbeer
and Maxwell. Absent: Mr. Stevens. Mr. Wilson present part of
the time.

Mr. L. C. McChesney brought up the question of issuing a disc record supplement. He stated that he is not in favor of placing in the hands of consumers a list purporting to show records that we are able to furnish, when as a matter of fact, we are not yet able to furnish them. Mr. Dolbeer stated that the demands of the trade are such that it is necessary to ship out records as fast as they come from the record plant, and he feels that both the trade and the consumer should have a list of the records that are coming through or that will be coming through within the next four weeks - in other words, covering those that have already been approved and passed by Mr. Edison. Mr. Dolbeer stated that he realizes that this method is open to many objections, but in the circumstances he thinks it should be done. Mr. McChesney stated that he would prefer getting out a supplement covering everything that has been passed by Mr. Edison rather than getting out a supplement for only twenty records, because before a supplement of twenty could be issued other numbers would be coming along and would be in the hands of the trade. He thought it should not be in the form of a supplement at all but simply a new list covering the ninety odd numbers that have been approved. Mr. Ireton agreed and suggested that we get out a prospectus frankly stating that these records are not all ready for shipment but that they are coming through and will be shipped as rapidly as manufactured. Mr. Dolbeer agreed. Mr. Maxwell wondered whether it might not be a good idea to preface this list with a brief statement that the superior quality of our records is in part due to new methods of manufacture in which a very high technique has been developed, and that we do not propose to commence the issuance of monthly supplements for two or three months, by which time we shall have a sufficient organization thoroughly trained in this technique to enable us to handle monthly supplements on schedule time. He thought this might be written in a way to make a virtue of necessity. He thought the public like things that require elaborate pains in manufacture. The Committee agreed in this. Decided after full discussion to recommend to the Vice President and General Manager that we print a new list containing all of the numbers thus far passed by Mr. Edison, such list to be properly prefaced. Furthermore it is the recommendation of the Committee that work be commenced on no new numbers until we are manufacturing for stock all numbers in the old catalog and the proposed new list of ninety odd numbers; furthermore, that such new selections as are passed be held until we can accumulate 20 to 25 new numbers with a view to using them for the first monthly supplement - the date of issuance of such supplement to be determined by manufacturing conditions.

Mr. Hird requested instructions for the manufacture of additional A-275 cabinets which is the plain Sheraton. He stated that we have made 100 of these and received orders for 107. He recommended that he be authorized to bring through 50 of these cabinets. In this the Committee concurred and so recommends to the Vice President and General Manager.

Mr. Maxwell read memorandum from Mr. Wilson containing two suggestions from jobbers: one that the use of the glass knob be discontinued on the \$200 disc instrument. The Committee was of the unanimous opinion that this glass knob is appropriate to this style of cabinet, and furthermore, it being the midst of the season, we could not make the change anyway. The other suggestion was the use of silk in the grilles to match the finish of the machines in color. This is already being done.

Mr. Dolbeer requested that Mr. Hird submit a report at the next meeting on disc record manufacture, showing the number of presses working, the gross output, rejections, etc. Mr. Hird will prepare this report in accordance with Mr. Dolbeer's request.

Mr. Maxwell brought up for discussion the question of furnishing ready made advertisements for Disc dealers. Mr. McChesney referred to the practical difficulty of making up electros because different dealers would want different spaces, and to provide for all would require a large variety. He thought it would be better to prepare copy and sample layouts and furnish such cuts to go with the copy and layout as the dealer desired. Mr. Maxwell thought this would be a good plan and suggested that we get up as many as a dozen different ads. Mr. Dolbeer thought that this is very desirable and pointed out that in preparing the copy for our New York campaign we would get some pretty good stuff that our dealers could use. Mr. McChesney will see that these ads are worked up.

Wm. Maxwell

Chairman.

Copies to all committee members and to Messrs. Edison
Wilson, Berggren, Eckert, Leeming and Hutchinson.

Mr. Edison

Minutes of the 47th Meeting
of the
Amusement Phonograph Committee
Held December 11, 1913
at 10:00 A. M.
In the Executive Committee Room.

Present: Messrs. Kehr, Hird, McChesney, Hallowell, Ireton and Maxwell. Absent: Messrs. Stevens and Dolbeer. Messrs. Michie and Davidson also attended.

Mr. Hird submitted the following report on
Disc record production from December 4th to 10th inclusive:

	<u>Presses</u>	<u>Moulds</u>	<u>Selections</u>	<u>Gross</u>	<u>Delivered</u>
	<u>In Use</u>	<u>In Use</u>	<u>Running</u>	<u>Output</u>	<u>To Stock</u>
12/4	6	85	65	4172	2613
12/5	6	73	52	4030	1921
12/6	5	65	48	1306	1014
12/8	6	66	47	3535	2244
12/9	5	52	37	2913	1795
12/10	5	52	43	3084	1772
				18040	10559

Mr. Maxwell requested Mr. Hird to continue these reports until further notice.

Mr. Ireton inquired whether it is desired to make to the trade a formal announcement of the change in Amberola IV - in other words, an announcement of Amberola A-6. Mr. McChesney remarked that at the meeting held November 24th it was decided not to make any announcement. Mr. Ireton inquired whether it was decided not to make any formal announcement, but where advisable in correspondence with jobbers, to explain the change in the instrument.

Mr. Maxwell brought up for discussion the reorganization of our methods of handling traveling salesmen, and stated how he thought the work should be started. There followed an extended discussion and Mr. Hallowell will map out a campaign in accordance with Mr. Maxwell's suggestions.

Mr. Hallowell is made a member of the Committee.

W. Maxwell
Chairman.

AH.

Copies to all committee members and to Messrs.
Edison, Wilson, Berggren, Eckert, Leeming and Hutchison.

Wm. Chase

Minutes of the 48th Meeting
of the
Amusement Phonograph Committee
Held December 18, 1913
at 10:00 A. M.
In the Executive Committee Room.

ent: Messrs. Mehr, Hird, McManey, Ireton and Maxwell.
t: Messrs. Stevens, Delbeer and Hollowell. Mr. Baldwin
into consultation.

Mr. Mehr inquired whether any decision has
been reached by the I. C. S. with reference to changing over to
the Amberol records. Mr. Maxwell stated that Mr. Durand
reported that they have decided to do so, and that Mr.
Hird is preparing a report of the stock on hand, etc., to be
submitted to the Committee.

Mr. Hird stated that everything points to the
shipment on schedule time of the March list to the coast.

Mr. Hird submitted the following report on
Disc record production from December 11th to 17th inclusive:

	<u>Presses</u> <u>in Use</u>	<u>Moulds</u> <u>in Use</u>	<u>Selections</u> <u>Running</u>	<u>Gross Output</u> <u>From Presses</u>	<u>Del'd to</u> <u>Stock</u>
12/11	6	57	51	3324	1593
12/12	6	73	44	3369	1708
12/13	6	82	37	2717	1188
12/15	7	78	47	4092	2096
12/16	7	85	48	4260	2228
12/17	7	84	51	<u>4813</u>	<u>2112</u>
				22675	11015

Mr. Hird stated that he is unable to say when the new presses
will be in operation.

Mr. Baldwin submitted report showing that
before changing over to the I. C. S. moulds to the Blue Amberol
it will be necessary for us to manufacture a total of 13,172 wax
records for them. Mr. Baldwin was instructed by the Committee to
issue a production order for the 13,172 wax records covered by
the I. C. S. order. As the I. C. S. will desire to use the Blue
Amberol records after their present wax stock is exhausted, it
is suggested by the Committee that as soon as possible we commence
to change over the moulds so as to be in readiness to fill orders
for Blue Amberol records.

Mr. Ireton brought up inquiry from Grand Trunk
as to whether we wish them to continue to enforce their rule that
returned records must be prepaid or otherwise will not be accepted
by freight agent. Decided that we do.

Mr. Ireton brought up the question of complaints. There followed an extended discussion, and the Committee was of the opinion that we ought to stand pat on our letter to the trade about damage to cabinets and that we should refuse to pay bills sent in for refinishing cabinets. In extreme cases where the good of the business seems to demand it, Mr. Ireton will make exceptions according to his judgment, but will endeavor to maintain the policy laid down and impress on any one with whom an exception is made that it is an exception and does not establish a precedent.

With reference to the special record return allowance based on machine purchases, Mr. Maxwell stated that he and Mr. Wilson had discussed this matter since the last meeting and had reached the opinion that it would be well to let the allowance automatically expire on January 1st as provided in the trade letter covering same. If there is a general protest on the part of the trade, we shall then consider the idea of renewing this special allowance for a short time. Mr. Maxwell instructed Mr. Ireton to inform the credit department and the accounting department that this record allowance will be discontinued on December 31st.

With reference to removing price restrictions on wax records it was decided to issue the announcement after the first of the year, to take effect January 15th. Mr. McChesney will look up the letter previously prepared for this purpose and will submit it to Mr. Maxwell for any necessary amendment.

Decided to push through as rapidly as possible the manufacture of the 12 folk dance records recently recorded for the cylinder. There is a chance to do some business with the New York City schools if we finish these records as soon as possible. Mr. Maxwell will consult Mr. Crampton about getting some assistance in picking out records from our regular catalog to combine with the folk dance records in a special leaflet.

Mr. Maxwell read memorandums from Mr. Holden concerning the use of the names Edison Diamond-Disc and Diamond-Cylinder. He states that in order to protect these names we will have to incorporate them in the name plates. He thought that it is doubtful whether the word 'Diamond' can be registered as a trademark. Mr. Maxwell thought that a design containing these words could perhaps be registered. It was the unanimous opinion of the Committee that it is advisable to adopt these names as trade mark names and also to adopt the word 'Diamond-Disc' as the trade mark name of the disc record. Mr. Maxwell will confer with Mr. Holden further in regard to this matter.

W/ Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert, Leeming and Hutchison.

THOMAS A. EDISON, Incorporated

Mr. Edison
WGP
Minutes of the Third Meeting
of the
Operating Machine Committee
held January 21, 1918
at 2:00 P.M.

In the Executive Committee Room.

Present: Messrs. McChesney, Leonard, Durand and Maxwell.
Absent: Mr. Stevens.

Mr. McChesney called attention to the fact that our advertisement in The Shortland Writer of Chicago, a trade paper circulating among stenographers and business editors, has called forth solicitation of our advertising from other publications of similar character. He expressed doubts as to the value of this kind of advertising. He said that in his opinion it was making up a budget for Dictating Machine advertising, we ought to decide how much we will spend in the various classes of class publications and then make the best selection from these classes. Mr. Durand stated that he was in favor of this, and it was decided by the Committee that a yearly budget be prepared in which shall be stated the amount which it is proposed to spend in the various types of class publications which it is considered advisable to use.

Mr. Durand called attention to the apparent lack of sympathy on the part of some of our dealers with the newspaper advertising which is being done by us in their towns. Seemingly they would prefer advertising in the Saturday Evening Post and national publications.

Mr. Durand commented on the necessity of frequent letters to the dealers in whose towns newspaper advertising is being done at present. Mr. Maxwell thought that these letters should come from Mr. Durand's department and Mr. McChesney agreed in this. Mr. Durand stated that this would be followed up every month with the idea of cashing in on the advertising to the largest possible extent.

Mr. Maxwell read report from Mr. Bengerson showing sales during the past four years, gross profit, net profit, advertising expenditure and percentage of sales spent in advertising each year. After discussion it was decided to defer consideration of this report until the advertising expenditure was subdivided. Mr. McChesney will attend to this subdivision.

Mr. Durand called attention to the fact that the \$10,000 newspaper advertising campaign authorized by Mr. Edison some time ago will come to an end with the fiscal year, with the result that an abnormal advertising expense will be shown for the fiscal year ending the 1st of March, while a large share of the effect of this advertising will be experienced during the next fiscal year. After discussion it was decided by the Committee to

THOMAS A. EDISON, Incorporated

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recommend that a notation to this effect be made on the statement of profit and loss for the present fiscal year.

There occurred a discussion of Mr. Edison's suggestion that it might be advisable in some cases to stimulate our dealers in the giving of trials by extending them special credit on machines used for that purpose. Mr. Durand reported that Mr. Phillips, the credit manager, was ready to co-operate with him along this line. Decided that Mr. Durand would try this experiment where good opportunities present themselves. Mr. Durand pointed out that we have not been illiberal to our dealers in the past, but that the great difficulty in extending special credit terms to meet special cases lies in the fact that it is hard to tell what dealers are really worthy of credit.

Wm. Maxwell
Chairman.

Copies to all committee members and
Messrs. Edison, Wilson, Berggren,
Robert and Anthony.

AH

Mr. Edison

THOMAS A. EDISON, Incorporated
Minutes of the Fourth Meeting
of the
Dictating Machine Committee
Held February 4, 1913
at 2:00 P. M.
In the Executive Committee Room.

Present: Messrs. McChesney, Stevens, Leonard, Durand and Maxwell.

Mr. Maxwell inquired whether Mr. McChesney had completed the classification of the advertising campaign of recent years covered by Mr. Berggren's report to the Committee. Mr. McChesney stated that he has some figures, but owing to changes from year to year in the distribution of certain expenditures, the figures are not quite as enlightening as he hopes to make them. It was therefore decided to defer discussion of advertising until the next meeting.

Mr. Durand stated that a recommendation had been made to the Vice President and General Manager by the Electrical Engineering Department that a manufacturing order be issued for 1000 universal and 300 B. K. machines, to be put through the plan and schedule now prevailing. Mr. Maxwell stated that the Vice President and General Manager had approved this recommendation, and was about to issue the manufacturing order.

Mr. McChesney brought up the question heretofore raised by Mr. Durand concerning the importance of emphasizing in our advertising that Mr. Edison is interested in, not one make of dictating machine. Mr. McChesney stated that Mr. Durand thought perhaps it would be a good idea to incorporate in all of our advertising the design which appears in the new booklet, "The Edison Dictating Machine", surrounded by a circle and the words "The Edison Dictating Machine". Mr. Maxwell thought that this design should be so handled as to be clearly visible for advertising, and he would be better to adopt some phrase of greater meaning and appropriateness in all of our advertising. Mr. McChesney suggested that such a phrase be put in our advertising in the center of the design. Mr. Durand suggested that the phrase "The Edison Dictating Machine" be put in the center of the design. After discussion it was decided that the phrase "The Edison Dictating Machine" be put in the center of the design, in all of our advertising.

There occurred extended discussion concerning Mr. Shawing machine motor. As suggested by Mr. Maxwell, it was finally decided to take this matter up again at the meeting of the Electrical Department Committee on Friday.

Wm. Maxwell.

Chairman.

AM.
Copies to all committee members and Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

THOMAS A. EDISON, Incorporated

Mr. Edison

Minutes of the fifth Meeting
of the
Dictating Machine Committee
Held February 18, 1913
at 2:00 P. M.
In the Executive Committee Room.

WJ

Present: Messrs. McChesney, Leonard, Durand and Maxwell.
Absent: Mr. Stevens.

Mr. Durand brought up the question of a special letter head to be used in getting out circular letters over his signature as third vice president, such circulars to be sent to higher officials of insurance, railway and other companies which have not yielded to our regular series of circulars.

Mr. Maxwell stated that our regular letter head imprinted with the words "Office of the Third Vice President" could be authorized for this purpose. Mr. Durand said this was not in accordance with the thought he had in mind. What he wants is a letter head which makes a distinctive difference from the regular letter head, so that the recipient will feel that he is getting a special kind of a communication. Mr. Durand explained that a circular letter recently sent out over his signature as vice president got five times as many replies as the regular circular letters they have been sending out. He felt that a circular letter on the proposed letter head would get even better results. Mr. McChesney was inclined to favor the experiment. Mr. McChesney disapproved of a special letter head. After discussion the Committee decided in favor of trying the experiment. Mr. McChesney dissented.

Mr. McChesney inquired how many Mr. Durand wanted printed. Messrs. Durand and Leonard thought that two different letters should be used. As each would go to about 25,000 people Mr. Durand believed 50,000 of the letter heads should be printed. Mr. McChesney thought this number was not in accord with the theory of making a special use of the letter head. Mr. Durand explained that it was intended to use the letter head for only two forms of circular letter, pointing out that the force of this kind of circularizing would be lost if it were indefinitely continued.

Mr. Durand stated it is rumored that the Edison dictating machine dealers contemplate forming an association, and inquired whether in the opinion of the Committee he should foster the idea, attempt to discourage it or remain neutral. Mr. Maxwell stated that tradeunion's associations as a rule are not of much advantage to manufacturers. Mr. McChesney stated that the Talking Machine Jobbers' Assn. had not been of much benefit to us. Mr. Durand thought a dictating machine dealers' association would be a good thing if they got together and discuss selling methods.

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Mr. Maxwell said his experience with tradesmen's associations was that they devoted most of their thought to obtaining concessions from the manufacturers, rather than attempting to improve the efficiency of their members. Mr. Durand also thought in case a convention were held, we could probably get all of the dealers to visit us here at the factory, which would be a good thing. After discussion it was decided that we ought neither to encourage nor discourage the movement but remain uncommitted.

Mr. Durand called attention to the fact that a recent development of the dictating machine business in the use of the recording horn, there being a manifest preference for the recording tube. He said that some of our advertising illustrations show the machine with the recording horn and he thought that as rapidly as possible we ought to retire these cuts and use only those showing the machine with the tube. Mr. McChesney made note of this.

Mr. Durand suggested a special pamphlet dealing with the electrical construction of the dictating machine and featuring the approval by the Underwriters. It was agreed by the Committee that such a pamphlet should be prepared. Mr. Durand also thought that some emphasis should be put on the Underwriters' approval in our magazine and newspaper advertising because this approval is proving a very strong talking point against our competitors.

Mr. McChesney submitted a subdivision of previous advertising expenditures as requested at the third meeting. After discussion it was decided to call a special meeting at 5:00 P. M. Tuesday, February 25th, at which meeting the subject of advertising will be discussed, the time being too limited for a proper discussion of it at this meeting.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, McKert & Leasing.

Mr. Gibson

Minutes of the Sixth Meeting
of the
Dictating Machine Committee
Held March 7, 1913
at 2:00 P.M.

Present: Messrs. McCasney, Leonard, Durand, and Maxwell.
Absent: Mr. Stevens.

Mr. McCasney suggested that the proper order in which to consider the subject of advertising would be to first eliminate from the trade publications those which we do not desire to use during the ensuing year; then add such new trade publications, if any, as we desire to use; and then consider the amount and kind of general advertising we desire to do.

Mr. McCasney submitted the following list of trade papers in which we are now advertising.

	<u>Cost per Year.</u>
American Industries, 1/4 Page	\$ 413.84
Business Magazine, Page	1256.64
Office Appliances, 2/3 Page	444.36
Office Outfitter, 2/3 Page	396.84
Printers' Ink, 1 Page 12 x	573.00
Maclean's Magazine, Canada	131.44
System, Page	2970.00
Official Organ of National Shorthand	
Reporters' Assn., 1 Page	99.00
Shorthand Writer, 1 Page	<u>396.00</u>
	6603.12

After discussion it was decided to discontinue advertising in American Industries; to reduce page in Business Magazine to single column; and to reduce 2/3 page in Office Appliances and Office Outfitter to 1/3 page. Decided to discontinue advertising in Printers' Ink, Maclean's Magazine, Official Organ of National Shorthand Reporters' Assn. and Shorthand Writer to be continued with same space as heretofore. Decided to continue System at the new rate, not, however, to exceed a total of twelve pages per year.

Mr. Durand recommended that we add The Stenographer in view of the fact that Mr. Kimball is an associate editor and has done and is doing a great deal to advance the Dictating Machine in the business and commercial schools. Mr. Kimball is well known to the company, having bought a great many manuscrypt stenographs, to be used in connection with speed work, and conducted our transcribing contest for several years. Inasmuch as the rate is only \$50 per month, it was decided after discussion that we ought to add The Stenographer to our list and take a page per month.

THOMAS A. EDISON, Incorporated

The total trade paper advertising expenditure contemplated in the revision of trade publications is \$5,569.00.

Mr. McCheaney submitted the following statement and analysis of advertising expenditures during recent years:

DICTATING MACHINE ADVERTISING EXPENDITURES.

	<u>1909-10</u>	<u>1910-11</u>	<u>1911-12</u>	<u>1912-13</u> (10 mos.)
Publication Advg.	\$6089.92	\$4941.78	\$6362.67	\$11,427.66
Catalogs, other				
Printing & Electrocs	4109.57	3915.93	1491.66	2,156.44
Follow-up	<u>1505.84</u>	<u>1738.16</u>	<u>800.28</u>	<u>1,049.80</u>
	\$11,705.33	\$10,595.87	\$8,654.61	\$14,633.40

(x) In this amount is included \$5,593.83 of the present newspaper campaign. Another payment of nearly 22,000 will be made this month (February), leaving about \$4,000 to be paid for newspaper advertising in the next fiscal year.

The classifications carried by the Accounting Department give the following for 10 months ending December 31, 1912.

Publications and Newspaper Advertising	\$9,335.17
Catalogs	1,272.04
Folders, etc.	1,196.49
Trade Electrocs	172.69
Circularizing	2,312.62
Misc.	91.43
Tips	<u>612.20</u>
	\$14,994.54

Mr. Durand brought up the question of circularizing. After discussion it was estimated that about \$6,000 will probably be spent in this way.

There followed a discussion of printed matter. Mr. McCheaney thought it might be well to get out Tips less frequently and make each issue more pretentious. Mr. Durand thought it advisable to continue the publication as at present in order to have the information to dealers as timely as possible. It is contemplated by the Committee that the necessary expenditure for printed matter during the present fiscal year will be about \$3,000.

On the question of general advertising, Mr. Maxwell submitted report from Mr. Berggren as to sales, gross profits, net profits and total advertising expense as shown by the Accounting Department's records for several years past. A copy of this report is attached to the minutes intended for Messrs. Edison, Wilson, McChesney, Durand and Maxwell. Mr. Durand stated that he believes the present year is going to be an unusually favorable one for the expansion of the Dictating Machine business, and that the proposed telephone attachment will justify considerable exploitation and additional advertising expenditure. He anticipates a business of approximately \$600,000 and believes that we are justified in planning an advertising expenditure of about \$31,000, which would leave in the neighborhood of \$18,000 for general advertising.

Mr. Maxwell thought that the advisability of the proposed increase in advertising expenditure depends to some extent on the character of the copy. He thought it should be copy with a very strong punch and a wide range of appeal, rather than semi-technical copy chiefly interesting to those already considering the subject of dictating machines. Mr. Durand thought that the campaign should be very carefully worked out in all of its details. Mr. McChesney inquired whether there is any reason why all of the copy for the entire campaign should not be prepared this summer. Mr. Durand thought that there is not.

After discussion the Committee decided to recommend the expenditure of approximately \$18,000 in national advertising during the present fiscal year - the advertising to commence in October, 1913, and to be divided into two periods with a view to curtailing the expenditure if sales fall below the estimate on which it is based. (It is contemplated that approximately \$4,000 will be carried over into the ensuing fiscal year to offset the like sum carried over to the present year from the newspaper campaign). Between now and October all details are to be worked out and all of the copy prepared.

Wm. Maxwell

Chairman/

AR.

Copies to all Committee members and to
Messrs. Edison, Wilson, Berggren, Ekert and Leeming.

THOMAS A. EDISON, Incorporated

Mr. Edison

Minutes of the 7th Meeting
of the
Dictating Machine Committee
Held March 18, 1913
at 11:00 A.M.
In the Executive Committee Room.

Present: Messrs. McChesney, Leonard, Durand and Maxwell.
Absent: Mr. Stevens.

Mr. Durand submitted the following phraseology to be incorporated in all advertising as heretofore discussed: "AVOID SUBSTITUTION. SPECIFY MADE BY EDISON." After discussion this phraseology was adopted.

Mr. Durand reported that the special pamphlet dealing with the electrical construction of the Edison Dictating Machine has been completed and is now ready for distribution.

Mr. Durand submitted the following analysis of the diminishment of summer sales, and recommended the use of the means suggested therein for the stimulation of business during the ensuing summer:

SUMMER SALES DATAPAST EXPERIENCE:

Sales for year ending	Sales Period Sept.-April 8 months.	Average per month.	Sales Period May - Sept. 4 summer months.	Average per month.	% of loss in summer months.
1911	\$228,415.75	\$28,551.94	\$86,071.60	\$21,517.90	24.6%
1912	279,605.91	34,950.74	104,309.08	26,077.27	25.4%
1913	317,815.25	39,726.91	96,278.31	24,069.58	39.4%

REASONS FOR SUMMER DECLINE:

- 1 - Falling off in correspondence;
- 2 - Absence of officials with authority to purchase;
- 3 - Absence of dealers' salesmen;
- 4 - Lack of energy on all sides.

REASONS FOR BETTER SUMMER SALES:

- 1 - Economy best shown with reduced force during vacation period;
- 2 - Convenience and efficiency proved to dictators in shorter office hours and absence of stenographers;
- 3 - Vacation inconvenience of stenography overcome by ability of any typist to transcribe voice-writing;
- 4 - Sales to dictators in summer homes.

Possible Stimulants for Summer Sales:

- 1 - Change of advertising copy;
- 2 - Circularizing with folders, advancing summer arguments;
- 3 - Advertising with endorsements from old users on the advantage of voice-writing in summer over stenography;
- 4 - Publication of a new summer booklet similar to "The Goose, The Typewriter and The Wizard" and entitled "Getting Away and Catching Up this Summer"; this to set down all the summer arguments for users and to be the reply getter to advertising;
- 5 - Direct appeal to individual salesmen to "Stay on the job" with promise of assistance from Orange;
- 6 - Better understanding with dealers in the matter of credit in cases where the closing is delayed by the customer;
- 7 - Advance agreement with dealer for summer quota sales (May, June, July and August) to obtain definite co-operation.

After discussion it was decided to use the suggested summer for four months, May to August inclusive, and get out three folders embracing Mr. Durand's ideas, also a booklet similar to "The Goose, The Typewriter and The Wizard", but less expensive. Mr. Durand will endeavor to get some endorsements and testimonials from old users, to be used by Calkins and Holden in preparing the advertisements and literature. Mr. Durand, in cases where it seems advisable and necessary, will recommend to Mr. Phillips' favorable consideration special credit terms for the furtherance of summer business and training. Mr. Durand stated that he feels confident Mr. Phillips will give his usual co-operation.

Mr. Maxwell raised the question of who is to prepare the copy for the general advertising which commences in the Fall. There followed a discussion and it was decided to invite Mr. W. C. Calkins to attend the next meeting of this Committee.

Mr. Maxwell asked whether it might not be a good idea during the coming summer to endeavor to get some of our dealers' salesmen here for a sort of school of salesmanship. Mr. Durand thought that it would be a very good plan and will see what can be done along that line.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

THOMAS A. EDISON, Incorporated

Mr. Edison

Minutes of the 10th Meeting
of the
Dictating Machine Committee
Held April 29, 1913
at 2:00 P. M.
In the Executive Committee Room.

769

Present: Messrs. Stevens, Leonard, McChesney and Durand. Mr. Maxwell absent. Messrs. Holden and Bachman of the Legal Department, Berggren, Holland, Velfair and W. C. Calkins of Calkins & Holden also attended. Mr. Durand presided in Mr. Maxwell's absence.

It had been announced that this meeting would be devoted principally to a demonstration of electrical recording with the telephone attachment on the E. D. M.

The device was demonstrated in its several applications to bring out its particular advantages - in long and short distance, loud, moderate and low recording, and as a medium of recording a complete telephone conversation - and its entire practicability was convincingly shown.

As Mr. Durand explained, however, there are still some small problems to be solved and certain refinements to be made before the attachment is commercialized, and progress in this respect will hereafter be regularly reported on by Mr. Holland who will attend the meetings of the Committee from now on.

One of the applications of the device that impressed the meeting was in connection with recording proceedings of just such bodies as the Committee. A demonstration of its adaptability to this work was given.

Mr. Durand explained that the "Telescribe" (the name has not been officially adopted but appended to the meeting as an excellent descriptive designation for the device) has reached such a stage of development as to make him apprehensive of the patent situation and it was his anxiety to have every patentable feature of the device thoroughly covered now and as development progresses. This was responsible for Messrs. Holden and Bachman receiving a special invitation to the meeting.

Mr. Holden promised that the matter would receive immediate attention and Mr. Lewis, who was sent for, supplemented by stating that the situation as far as drawings and sketches are concerned is pretty well covered and assured the Committee that he would prosecute the work closely.

Two desk receptacles - one an exposed horn mounted on a stand and the other a cabinet - enclosed horn - were used in the demonstration, with the explanation that they

are only temporary arrangements and that permanent models are yet to be decided upon. A discussion followed as to the type of receiving design that would be most practicable and popular, and it seemed to be the consensus of opinion that the cabinet type is preferable.

A small receiving horn to be suspended from the dictator's neck was exhibited and this, it was explained, would be a particular advantage to dictators of routine matters, such as freight claim clerks, who have occasion to refer to a great many papers scattered about on their desks and who necessarily, because of the number of dictators assembled in their departments, dictate in exceedingly low tones.

Mr. Durand brought up the necessity of having a distinctive design of both machine and telephone attachment that will distinguish the machine from the ordinary dictating machine, and enumerated the advertising and sales advantages that would result. The Committee agreed with him.

A sample of the new 110 volt shaving machine motor was exhibited and it was explained by Mr. Durand that this is also of a size (1/20 H. P.) suitable for Kinetophone and the new model Kinoscope. The new motor has been tested and found satisfactory and has also been approved by the Engineering Department. We are now ready to proceed with its production, and Mr. Wilson will be asked immediately to look over the motor and authorize a shop order for that purpose.

Mr. McChesney brought up the question of summer folders and asked instruction as to quantities to be ordered, explaining that this depended entirely upon the method of distribution. It was decided to supply our dealers with reasonable quantities for their own use and to employ the folder in our own circulating work. Finally decided to order twenty-five thousand (25,000) each of the three different designs.

Mr. McChesney stated that Mr. Maxwell, if he were present, would undoubtedly request that Mr. Leonard be appointed to follow up the various matters decided upon at each meeting and present them at subsequent meetings until final disposition is reached. This will obviate the possibility of anything being overlooked and forgotten, which is liable to happen unless the decisions of the Committee are properly followed up. Mr. Leonard accepted the responsibility.

Mr. Leonard reported that out of a list of 600 automobile and automobile motor manufacturers who have been circularized with a special letter prepared by the Sales Department, forty-one (41) replies had been received to date - 7%. This is conceded to be an unusually large percentage.

THOMAS A. EDISON, Incorporated

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After a general discussion of advertising matters that will come up at subsequent meetings, the Committee adjourned.

Nelson C. Durand

Acting Chairman.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Leonard

Minutes of the 11th Meeting
of the
Dictating Machine Committee
Held May 13, 1913
at 2:00 P.M.
In the Executive Committee Room.

WJ

Present: Messrs. Leonard, McChesney, Durand. Messrs. Holland and Telfair also attended. Absent: Messrs. Stevens and Maxwell. Mr. Durand presided in Mr. Maxwell's absence.

A new design of Electric Start and Stop was presented which automatically breaks the contacts in the cabinet and which will unquestionably pass muster with the National Board of Fire Underwriters. These and other features of the telephone attachment will be demonstrated more in detail at coming meetings.

The necessity of the Legal Department's keeping in close touch with the work of development of the telephone feature so as to absolutely cover the patent situation was again brought out, and the suggestion met favor that it would be a very good plan to have a representative of that Department present at meetings at which new features or improvements are submitted.

A new model of pressed steel cabinet for the dictating machine was submitted and the judgment of the Committee was that it is a distinct improvement over the present design. It is smaller in size and weighs about five pounds less. Its outline gives it the appearance of being considerably smaller than it actually is, while an interchangeable gear and belt cover promotes the impression of "Simplicity of Construction". A further advantage is the fact that the cabinet costs less to manufacture. It is also less liable to damage in transit.

The subject of results obtained from the recently concluded newspaper advertising campaign came up and Mr. Leonard stated that he is now collecting data from dealers and expects to present a complete report on this at the next meeting.

Summer circularizing was then discussed and it was decided to employ a special letter, prepared by the Sales Department, and enclosing a front cover print of the print of the new summer booklet, "Getting the Budge on Summer". Twenty-five thousand copies of the cover will be used at an approximate cost of fifty dollars and the letter will do service for about ten weeks. The covers will be ready for use in two weeks' time.

Mr. McChesney announced that the summer leaflets will probably be ready for use in another week and asked for instructions for distribution. It was decided to announce them

to the trade through the medium of an Advertising Department bulletin, and also by announcement in Tips. The booklets will also be sent out from Orange in connection with our circularizing.

Mr. Leonard reported that a special letter sent out to four hundred and thirty-two members of the United States House of Representatives on May 9th and 10th had, up to May 13th, brought in 16% of replies.

Mr. McCheesney here presented a proposition from Lord & Thomas, a Chicago advertising concern, to purchase sixteen machines on an even exchange basis for advertising space in a magazine in which they are interested - "Judicious Advertising" - which, in Mr. McCheesney's opinion, is of doubtful value as an advertising medium and at any rate is not a medium that we would ordinarily think of patronizing. It was recommended that we disapprove of the proposition, but that our Chicago dealer, Mr. Barnes, who was approached by Lord & Thomas on the proposition be authorized to make a 70 and 30% proposition to them - 30% discount to represent the advertising outlay. This would leave Barnes a 10% margin to compensate him for service in the subsequent care of the machines, etc. It was remarked that this might be a good basis for disposing of future solicitations of an exchange nature - particularly where they appear disadvantageous - all of which are forbidden to our dealers by the terms of their agreement.

A request from the Louisville & Nashville R. R. Company for an advertisement in their Shippers Directory brought up a question of the Company's policy in the matter of patronizing media of this kind. Mr. McCheesney gave as his opinion, that to patronize one such medium would result in our being solicited by all the Railroad Employees' Magazines, and this would be embarrassing in its consequences, since to patronize all would represent an outlay of approximately \$10,000, and to show preference for any particular ones would not be politic. It was decided to continue our present policy of abstinence from such media, and Mr. Leonard was instructed to present our inability and regrets to the L. & N. Company as tactfully as possible because of their friendly disposition at the time of our successful installation of machines at their offices.

Mr. Durand reported that Mr. Redfearn, after examining the new portable dictating machine and without of course having made a detailed cost estimate, thinks a conservative price on it is \$50 list. The patent status on this machine was referred to and the legal Department will be asked to follow it up closely.

A celluloid advertising novelty consisting of a combination calendar and memorandum card, with the "Edison Library"

out of the N.D.M. and intended for use at the coming Convention of American Railway Accountants at Atlantic City on May 28th was submitted. 1000 of these cards will cost approximately \$35 and, Mr. Wilson having previously approved the expenditure, the Committee voted its adoption.

Nelson C. Durand

Acting Chairman.

HFB

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Leonard

Minutes of the 12th Meeting
of the
Dictating Machine Committee
Held May 27, 1913
at 2:00 P.M.
In the Executive Committee Room.

W.C.

Present: Messrs. McCheaney, Leonard and Maxwell. Absent: Messrs. Stevens and Durand:

Mr. Maxwell referred to his absence from the last two meetings and inquired what discussion there had been of the character of copy that is to be used in the general advertising campaign commencing in October. Mr. McCheaney stated that there had been no discussion of this subject for the reason that Mr. West of The Post who had been called into consultation had taken the matter up with his principals and they had appropriated \$1500 for the purpose of investigating the dictating machine business and making a report as to what line of advertising and selling work should be done. The report will probably be ready within two or three weeks.

Mr. Leonard submitted the following report on newspaper advertising campaign:

"Following is a report, by cities, on the result of the newspaper advertising campaign which began in the middle of November, 1912 and was concluded on various odd dates from the middle to the end of the month of April, 1913.

CHICAGO: 74 inquiries and 18 machines sold as a direct result; has been the means of putting dealer in touch with Dictaphone installations, resulting in increased cylinder sales; very enthusiastic over the effect on business generally.

SAN FRANCISCO: 49 machines sold and many inquiries, number not stated; considers the advertising to have been invaluable, and to have increased their standing with old users and the public generally.

PHILADELPHIA: Exact sales and inquiries not available; considers the advertising to have been so stimulating that he is continuing it for two months at his own expense and is willing to assume 50% of the expense of such another campaign next fall.

MILWAUKEE: No definite figures at hand but ascribes several sales to the advertising, which he considers to have been of benefit.

ATLANTA: Considers advertising to have been of benefit only so far as its educational effect is concerned; thinks the expenditure might better have been

diverted in other and more productive directions (which, however, he does not mention); no direct sales nor inquiries."

CINCINNATI: Only 4 or 5 inquiries and as many machines sold as a direct result; convinced, however, that the advertising did a great deal of good that cannot be measured in immediate results."

CLEVELAND:

DETROIT: Accurate figures not kept; suggests that they may be found in the comparative increase in sales made in same periods of 1911-1912 and 1912-1913, which on investigation is found to be a gross increase of 218 machines, or a net increase of 191 allowing for a natural increase of 25% in the business; considers that the advertising has been very beneficial"

ST. LOUIS: 8 machines sold and about 30 inquiries; thinks advertising has done a great deal of good in his territory, which had been in bad shape previously."

MINNEAPOLIS: 1 inquiry; pessimistic as to the value of the assistance given."

ROCHESTER: Cannot trace direct returns; feels that the advertising has greatly strengthened his position and helps to a very great extent."

DENVER: Not able to give specific results; has made sales and received a great number of inquiries, some of which they are still working on and all of which they attribute to the advertising.

LOS ANGELES: No final reports received; previous reports showed only a sale or two; and no prospects to speak of as a result of the campaign."

PITTSBURGH: A number of inquiries resulted but so far as actual sales are concerned, can attribute none to the advertising; disappointed at result.

BUFFALO: Sold 11 machines and a shaver that they can trace to the advertising; also received a number of inquiries still being followed up; thinks the money could have been spent to better advantage in national advertising - specifically, Saturday Evening Post."

Mr. Leonard proposes to follow this up with a view to getting more definite figures.

Mr. Maxwell inquired what has been done with the class appeal campaign, the getting of photographs of installations in various lines, etc. Mr. Leonard stated that nothing further has been done with this matter. Mr. McChesney remarked that misfortune seemed to always attend our efforts in this direction; that we had several times obtained good photographs but that something always came up, such as changes in the machine, unfriendly attitude on the part of the user, etc., to prevent our use of the photographs. He thought that this class appeal is one of the most effective things we can do. There followed an extended discussion of class circulating, Mr. Maxwell expressing the opinion that he thought it is one of the ways to reach the small user.

Mr. Maxwell inquired as to the endorsements which were to be used in the summer advertising copy. Mr. Leonard stated that a number have been received. Mr. Maxwell inquired if anything has been done about offering \$2 for human interest stories of usable character. Mr. Leonard stated that nothing has been done about this as yet. Mr. Leonard stated that some of the endorsements are to be used in the auto-index booklet and we expect to use some of them in the summer periodical copy.

Mr. Maxwell inquired whether shop order has been issued for the 110 volt shaving machine motors and Mr. Leonard stated that the matter has been taken care of.

Mr. Maxwell inquired whether the Legal Department is following up the patent situation on the small dictating machine and the telephone attachment. Mr. Leonard stated that the Legal Department is looking after the matter closely.

Mr. McChesney inquired whether the sales department is going to require a new booklet for fall and wished to have a decision on this at the next meeting.

Wm. Maxwell
Chairman.

AH.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Edwards

Minutes of the 13th Meeting
of the
Dictating Machine Committee
Held June 10, 1913
at 2:00 P.M.
In the Executive Committee Room

702

Present: Messrs. Leonard, McChesney, Durand and Maxwell. Absent: Mr. Stevens.

Mr. Durand submitted model equipped with electrical foot trip which it is proposed to use in connection with the telephone attachment. He stated that he desires to submit this foot trip to the Underwriters' Laboratories immediately in order to have ample time to consider any changes recommended by them. He also desires that the Legal Department get busy on the patentable features. Mr. Maxwell requested Mr. Durand to take the matter up with the Legal Department which he will do.

Mr. Durand submitted sample of pressed steel cabinet with pulley encased. This model is one made by ourselves in the shop here. The one submitted at the 11th meeting was manufactured by the Standard people. Mr. Maxwell inquired as to the cost of manufacture and Mr. Durand said that Mr. Redfearn had stated that it could be manufactured within the cost of our present model. Mr. Durand was of the opinion that it could be manufactured for less than the price quoted by the Standard people. This model will be submitted to the engineering department.

Mr. Maxwell called attention to Mr. McChesney's request at the last previous meeting that the Committee decide at this meeting whether a new booklet is desired for the fall. Mr. Durand stated that he felt there are a good many advantages in having a new booklet with a new name. For example, a good many people who noticed our previous advertising and sent for "The Goose, The Typewriter and The Wizard", but who have not yet purchased machines, might find their interest renewed if they saw an advertisement exploiting a new booklet. Mr. McChesney suggested that we revamp "The Goose, The Typewriter and The Wizard", add some new illustrations and new ideas, and put it out under a new name. Mr. Maxwell thought that the copy for this new booklet must depend a good deal on the copy used in our general advertising this fall. There followed a discussion of the kind of copy that could be used. Mr. Maxwell thought that a booklet covering the various features and advantages of the machine, set forth in actual experiences of users, over the users' names would be effective. Mr. Durand pointed out several of the difficulties in getting big people to do this but stated that he could without much trouble get small people to do it. Mr. McChesney suggested that this thought be brought to the attention of Calkins & Holden and let them see what they can do with it.

Mr. Leonard brought up the question of window display. Mr. Durand stated that a dead display of dictating machines in a dealer's window does not attract much attention, but if set off

by a figure illustrating the use of the machine, it would be very much more effective. Mr. Maxwell inquired if Mr. Rhinehart is in a position to consider this matter and suggest some ideas. Mr. McChesney stated that he is and will take this matter up with him. Mr. McChesney inquired whether it is proposed to furnish window displays without charge. Mr. Durand thought this should be charged for just as we do with amusement phonograph dealers.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to
Messrs. Kison, Wilson, Berggren, Eckert and Leeming.

Wm. Edson

Minutes of the 14th Meeting
of the
Dictating Machine Committee
Held June 24, 1913
at 3:00 P.M.
In the Executive Committee Room.

Present: Messrs. Leonard, McChesney, Durand and Maxwell.
Absent: Mr. Stevens.

The meeting was devoted to a discussion of the kind of copy to be used in the general advertising campaign which starts this fall. Decided that the copy should be designed to primarily create an interest in the idea of substituting the dictating machine for the stenographer, and that the advertisements should contain sufficient reference to exclusive features of the Edison machine to insure that the reader's interest will centre in that machine particularly. It was further the opinion of the Committee that the copy should be framed with a view to pulling inquiries and the use of coupons is recommended.

Mr. Maxwell suggested that Messrs. McChesney, Leonard and Durand prepare various ideas which would serve as leads in the proposed series of advertisements and submit them to Calkins & Holden. Decided that this would be done in advance of the next meeting which Mr. W. C. Calkins will be invited to attend. Meanwhile Mr. McChesney will see Calkins & Holden with reference to the new booklet for use this fall and bring to their attention various suggestions included in the minutes of previous meetings.

Wm. Maxwell
Chairman.

AH.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

New Union

Minutes of the 15th Meeting
of the
Dictating Machine Committee
Held July 8, 1913
at 3:00 P.M.

In the Executive Committee Room.

Present: Messrs. Durand, McChesney, Leonard. Absent: Messrs.
Maxwell and Stevens. Mr. W. C. Calkins of Calkins &
Holden also attended by invitation.

The meeting was devoted to a discussion of
the coming fall advertising campaign.

Mr. Calkins submitted some rough sketches,
copy for ads and lay-outs and it was decided that he set up two
ads - one an illustrated and the other a type ad - for definite
decision at the next meeting as to which style we will follow.

Here attention was called to the necessity
of expedition in our decision in the matter of copy, since the
advertising will begin about the first of October, and a special
meeting was deemed advisable to be held on Tuesday, the 15th inst.
at which Mr. Calkins will also be in attendance.

The subject of how best to keep dealers in
touch with our advertising was brought up and Mr. Calkins will
submit some suggestions on this at the next meeting.

The advisability of a new booklet for fall
use (discussed at a previous meeting) was again brought up and in
view of the fact that we have a considerable supply on hand of
"The Goose, The Typewriter and The Wizard", it was decided to
advertise that form until exhausted and supplement it where
necessary with inserts covering new features not contained in the
form itself. In the meantime Calkins & Holden will work up a
successor to the "Goose" booklet.

The Committee was unanimous in its opinion
that single column ads in the Post are advisable both typograph-
ically and because of the longer campaign they will provide,
fifteen such insertions being considered more likely to produce
results than a "flash" campaign with big space.

A suggestion was presented by Mr. Durand
for possible advertising use in the form of a cylindrically
shaped drawing which, when held at a certain angle, conveys a
message to the reader. Mr. Calkins will adopt the idea and return
it with his recommendation for fall use.

Mr. Durand stated that in his opinion our
advertising copy should carry the suggestion that the prospect may
secure quick results by telephoning "Edison Dictating Machine",
the thought being that dealers would secure such a double listing
in their local telephone directories. This was thought favorably
of.

Mr. McChesney presented a proposition from "The Office Outfitter" to participate in a series of special four-color ads to be run in consecutive editions showing up-to-date offices. It was decided to delay decision on this proposition until we see a few of the ads.

Mr. McChesney also brought up a request from Mr. J. N. Kimball that we dispose of some special Hangers advertising his practice records by distributing them among our dealers to stimulate the sale of these records. Mr. Leonard was instructed to encourage the idea in "Tips" and where response is received, to get the Hangers into dealers' hands by packing them with machine shipments, which is necessary because of their size.

Nelson C. Durand

Acting Chairman.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Calkins

Minutes of a Special Meeting
of the
Dictating Machine Committee
Held July 15, 1913
at 2:00 P.M.
In the Executive Committee Room.

WES

Present: Messrs. McChesney, Leonard, Durand and Maxwell.
Mr. W. C. Calkins was also present. Mr. Leeming
was present part of the time. Absent: Mr. Stevens.

Mr. Leeming submitted the result of ten experimental shipments of blanks in a corrugated box which is being considered as a substitute for the wood and excelsior packing we are now using. The result of these experimental shipments seems to justify the adoption of this style of packing, and after discussion it was decided to order a small quantity of these cases and adopt their use permanently unless some serious objection arises as a result of their further use. The cost will be less than the present style of packing according to Mr. Radfearn.

The question of general advertising being brought up, Mr. Calkins stated that he understood it to be the sense of the Committee that we ought to advertise the dictating machine idea as well as our particular machine. He submitted two specimen single column advertisements in type, one of which was illustrated with silhouettes and the other containing no illustrations except a cut of the machine. Mr. Maxwell stated that he liked the silhouette idea but did not like the copy used in that particular advertisement. Mr. McChesney stated that he preferred the type ad to the silhouette illustrated ad. Messrs. Leonard and Durand favored the silhouette illustrations. Mr. Calkins stated that he is very much in favor of it and it was decided by the Committee to use silhouette illustrations in the proposed advertising. Mr. McChesney dissented on the ground that the use of three silhouettes in a single column ad breaks up the copy too much and dissipates its force. He felt that if we must use silhouettes, one is enough. Mr. Calkins stated that it is not intended to use three silhouettes in every advertisement. In some two would be used and in others only one - depending on the character of the text to be illustrated.

Mr. Calkins stated that in respect of the copy criticised by Mr. Maxwell he thought that this copy could be made clearer and would have it amended in that particular. Mr. Maxwell inquired whether it was intended to omit all reference to the exclusive features of our machine. Mr. Durand suggested certain omissions from the small type and substitution therein of reference to the fact that the Edison Dictating Machine is approved and labelled by the Underwriters and has the auto-dictation index. Mr. Calkins agreed with this suggestion and will see that the copy conforms thereto. Mr. Leonard called attention to the fact that the Underwriters restrict the advertising use that may be made of their approval. The Underwriters' agreement was consulted and it states that "the manufacturer shall have the privilege of announcing that his device

is included in the list of approved devices promulgated by the National Board of Fire Underwriters, but prohibits the use in any other manner of the name of the National Board of Fire Underwriters or the Underwriters' Laboratories. The agreement seemingly does not prohibit a statement that the device is approved by the national fire insurance authorities.

Mr. Calkins submitted copy for several human interest ads which met with the approval of the Committee.

Mr. Maxwell suggested that we quit referring to our dealers as dealers and that we call them distributors. It was so decided.

Mr. Calkins submitted dummies of folders to be used in mailing proofs of each ad to our distributors. Each folder will contain a different title and a talk on the advertising and its value to the distributor. Mr. Maxwell suggested that these folders should contain something on the outside to indicate their contents, and after discussion it was decided to use a label with a number corresponding to the number of the ad, such label to contain suitable reference to the contents of the leaflet to insure its being opened by the distributor.

Mr. Calkins submitted a sticker to be pasted on our letters to distributors, calling attention to the date of the next advertisement. This met with the approval of the Committee.

Mr. Calkins said that he can have all of the copy ready in two weeks. He will have several copies made and the members of the Committee will have an opportunity to offer specific criticisms.

Wm. Maxwell
Chairman.

AH.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Calkins
Special Meeting
of the
Dictating Machine Committee
Held July 29, 1913
at 2:00 P. M.
In the Executive Committee Room.

Present: Messrs. McChesney, Leonard, Durand and Maxwell.
Absent: Mr. Stevens. Mr. Calkins also attended.

Mr. Calkins submitted copy for fifteen single column advertisements. These were examined and discussed by the Committee. Mr. Calkins made note of various suggestions and will incorporate them in the copy.

Mr. Calkins also submitted type of folder to be used in enclosing to distributors and salesmen specimens of the ads as they come out. He also submitted two pieces of copy to be used with these folders.

Mr. Calkins also submitted a schedule of the proposed advertising, calling for the commencement of the advertising on October 4, 1913. After discussion this schedule was approved.

It was decided that prior to the first advertisement, Mr. Durand will get out a general letter to our distributors and salesmen.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Bergeren, Eckert and Leeming.

Special Meeting of
Dictating Machine Committee
held in lieu of regular meeting which
has been postponed until Mr. Durand's return.
August 19th, 1913.
at 2:00 P.M.
In the Executive Committee Room.

Present.- Messrs. Leeming, Pike, Leonard, Wilson, Maxwell.

Mr. Pike brought up a suggestion of making arrangements for the further manufacture of spring motor dictating machines.

After discussion it was decided to authorize the Production Department to issue a production order based on an assembling schedule of six (6) per week.

The material is to be obtained and the parts produced in accordance with this schedule - in no case, however, to exceed eight weeks' requirements under the aforesaid schedule.

Wm. Maxwell,

Chairman.

A.H.

Copies to all committee members and to Messrs.
Edison, Wilson, Berggren, Eckert and Leeming.

THOMAS A. EDISON, Incorporated

Minutes of the 16th Meeting
of the
Dictating Machine Committee
Held Sept. 30, 1913.
at 2:00 P. M.

In the Executive Committee Room.

Present: Messrs. Leonard, L. C. McChesney, Durand and Maxwell.
Absent: Mr. Stevens. Mr. W. C. Calkins also attended.

Mr. Calkins brought up the question of a service for distributors to supplement the national advertising campaign, also an effort to get them to advertise locally. Mr. Durand called attention to the reference made to the advertising campaign in Tips. He commented on the difficulty of getting our distributors to spend much money in local advertising. There followed an extended discussion and it was decided that a series of six post cards to be sent out to prospects by our distributors every Saturday night for six weeks would be a good idea. It is proposed to get up a sample post card and call on our distributors for orders. It was decided to use the government stamped cards thus requiring an initial investment by the distributors in postage which will tend to insure them sending the cards out at the proper time. It was thought that this would also give the card a more dignified appearance and make it more likely to receive attention from the person to whom addressed.

Mr. Maxwell suggested as a new experiment in circularizing that we take a list of prospects furnished by distributors and send each distributor a letter about each prospect, which the distributor could forward to the prospect after endorsing on the letter a request for the opportunity to give a demonstration. Mr. Maxwell stated that he had used this form of circularizing as a variation from ordinary methods and had found it quite successful. Mr. Durand thought the experiment worth trying.

Mr. Calkins submitted a new dummy for the booklet intended to go to stenographers. This is in miniature stenographers' note book form. The proposed treatment met with the approval of Messrs. Leonard, Durand and Maxwell. Mr. McChesney was inclined to think that a somewhat less fantastic and more dignified booklet would be preferable. Decided after discussion to adopt the typewriter note book cover, however, omitting the cloth binder and printing a binder effect. The contents to be printed in typewriter type but the ruled paper effect not to be observed. Illustrations to be home made sketches.

Mr. McChesney referred to several requests from distributors for local advertising and inquired whether in the opinion of the Committee any further advertising expenditure should be considered. Mr. Maxwell thought we ought not to incur any advertising expense in addition to that now scheduled for the current fiscal year. Mr. Durand agreed and it was so decided.

Wm. Maxwell
Chairman.

Copies to all committee members and
to Messrs. Edison, Wilson, Berggren, Eckert, Leeming and Hutchison.

The Editor

Minutes of the 16th Meeting
of the
Dictating Machine Committee
Held October 20, 1913
at 3:00 P. M.
In the Executive Committee Room.

Present: Messrs. Leonard, L.C. McChesney, Durand and Maxwell.
Absent: Mr. Stevens.

Mr. Durand commented on the difficulty of securing permanency on the part of our distributors. He mentioned two or three cities where distributors, on account of the withdrawal of capital by parties financially interested and other causes, have practically reached a point where they cannot go ahead unless goods are consigned to them or some unusual measure adopted that is not in accordance with our policy. When a distributor is permitted to drop out, the users fail to get the service they require and this is used by our competitors against us even after we have installed a new distributor who is giving good service, our competitors pointing out that while we may give good service today, it has been demonstrated that we don't always give it. In view of the importance of maintaining continuous representation and service our travelers have been taxed to the utmost during the past six months in keeping our organization together in weak spots, and the actual selling work of our men has been largely curtailed on this account. There ensued considerable discussion and various suggestions were made for overcoming the difficulties which exist in the dictating machine business on account of the system of trials that prevail and also on account of the high degree of service demanded by users. Mr. Durand stated that he proposes to get the matter in more concrete form in the shape of a memorandum or otherwise to be taken up later.

Mr. Durand reported that the distributors are very enthusiastic over the Saturday Evening Post advertising, and many of them on their own initiative are working up advertising and circularizing schemes to fit in with it. He submitted a mailing card gotten out by the Denver distributors which is a reprint of one of our Post advertisements gotten up in very attractive form. Mr. Maxwell inquired what Calkins & Holden have done about the mailing card idea they were to work up. Mr. McChesney stated that he has been after them on the telephone and that they have promised to send it out tomorrow.

Mr. Leonard reported that the inquiries are coming in in pretty good shape from the Saturday Evening Post advertising. Some of the inquiries are from unexpected sources. For example, Jack London is among the recent inquirers.

Mr. Durand called attention to one illustration in the Post ad which did not show the machine in full detail although the cut at the bottom of the ad probably cured the defect. Mr. Maxwell stated that he thought all copy should be submitted to

the sales department together with the illustrations and cuts, as set forth in a recent memorandum he has issued. Mr. McChesney stated that such was the intention and it is his impression that this particular advertisement had been seen by the sales department.

Wm. Maxwell

Chairman.

AM

Copies to all committee members and to Messrs. Wilson, Berggren, Eckert, Leeming and Hutchison.

Edison General File Series

1913. Phonograph - Edison Phonograph Works [not selected] (E-13-66)

This folder contains correspondence and other documents relating to the business of the Edison Phonograph Works. The items for 1913 consist of letters of transmittal, an invoice, and a request to photograph the universal piping of the Works for an advertisement of the Central Foundry Co.

Edison General File Series

1913. Pohatcong Railroad Company [not selected] (E-13-67)

This folder contains correspondence and other documents relating to the Pohatcong Railroad Co., which was affiliated with the Edison Portland Cement Co. Included are minutes of meetings of the board of directors and stockholders, along with correspondence dealing with routine legal matters.

**Edison General File Series
1913. Politics (E-13-68)**

This folder contains correspondence and other documents concerning local and national politics. Included are items pertaining to Edison's contributions to the Progressive National Committee and to the unsuccessful gubernatorial campaign of Republican Everett Colby.

Less than 10 percent of the documents, including all letters with substantive marginalia by Edison, have been selected. The unselected material consists primarily of printed matter and unsolicited correspondence with no substantive reply from Edison.

ow
The Constitution of New Jersey provides concerning taxation simply as follows:

"Property shall be assessed for taxes under general laws, and by uniform rules, according to its true value."

Against the bill introduced by Assemblyman Hennessy last year was brought up the assertion that it was unconstitutional, as allowing taxation that would not be levied according to uniform rules, since it was likely that only some municipalities would take advantage of the new law and make the experiment of exempting personality and real estate improvements. Mr. Hennessy met this claim of unconstitutionality as best he could, reading a brief from George L. Record at the hearing on the bill, but it is at least doubtful whether a home rule tax bill could be passed in the face of the doubt as to its constitutionality.

It has been with some force urged that we wait until the Legislature feels justified in passing a general law relating to local and county taxation, one which will, for instance, specifically exempt certain forms of personality, or provide for the exemption of real estate improvements to a certain amount on each parcel taxed, or for such exemption as to dwellings alone. It appears to be a fact that any general law would be less likely to be attacked upon the ground of unconstitutionality than would one allowing different municipalities and localities to have a different plan of taxation.

For consideration and criticism I offer the suggestion that the next New Jersey Legislature be not asked to pass a home rule bill at all, but that all of us unite in advocating a law that will limit the rate of taxation for local and county purposes, not as now by the Hillery law and its amendments, but in a different way. The Hillery law (Chapter 116, laws of 1908) sets a limit or maximum beyond which taxation for local and county purposes may not go. It applies to all the property assessed for taxation by local authorities. It has been much criticised. It has led to a juggling with valuations, taxing districts which need a good deal of money having increased valuations much more than districts which do not need so much, thus setting up an inequality between districts in the same county by which some pay more towards county expenses than they would if there was uniformity in valuing, and some pay less than they should. A complication has arisen in Bergen County under this Hillery law. County officials misunderstood the law, and struck tax rates which were in excess of legal rates. I brought the matter up on petition to the Board of Equalization, and was fully sustained. The Hillery law provides that taxes levied by excess rates shall be void as to the excess, and it is not only sure that thousands of tax bills collected within the past four or five years have been partly void, and that a similar condition exists in regard to 1912 tax bills not yet collected, but also that a like state of affairs may obtain in other counties than Bergen. This leads to the impression that the next Legislature will be asked to straighten out our tax system by repealing the Hillery law, and going back to the old and sensible idea that each district can decide for itself how high a tax rate it wishes to have, providing that it does not thereby bring about inequality in the raising of county funds.

My suggestion is that in place of the Hillery law we offer a law providing that in each and every taxing district in the State a separate tax rate shall be struck on personality and real estate improvements, and another separate rate on land or location values, and that the first mentioned rate shall be \$1.00 on the \$100. I suggest \$1.00 as a starter. It should not be higher than the lowest tax rate in the county under present laws. This flat tax rate would apply only on personality and real estate improvements, and the separate rate on land or location values could be any rate necessary to furnish the money needed for any year, in addition to the money that would be raised by the flat rate on other forms of property.

It seems to me that it is not unconstitutional to arrange by law to tax all property of certain kinds at the same uniform rate for local and county purposes, and to set this flat rate of tax at a lower rate than is likely to be levied upon another class of property. Property would still be listed for taxation under uniform rules at its true value. The necessary elasticity of taxation would be provided by omitting any limit upon the rate of taxation upon land values.

All our usual arguments could be advanced for the law I suggest. It could be shown that even if it is possible in some districts, where large expenditures are incurred for schools or for public improvements, the rate of taxation upon land value might be high, say four or five per cent, nevertheless it is clear that community enterprise which makes large amounts of money necessary tends to increase land values, and landowners could not reasonably object to this plan. If they build or improve they will get low taxes upon their improvements, and the low or moderate rate of tax upon personality and improvements would encourage building and occupying.

It can easily be arranged that the rule for taxing railroad and canal property of the second class at the average tax rate for the State may be changed to a rule for a flat rate on that class of property, perhaps the same rate as decided upon for personality and real estate improvements.

Hackensack, N. J.
Jan. 1, 1918.

GEORGE WHITE

800 BROAD STREET

RALPH H. HUNT, M. D., PRESIDENT
SPENCER MILLER, VICE-PRESIDENT
CURTIS R. HURNITT, TREASURER
FREDERICK W. BECKER, M. D.
R. HENRI BRIENTHAL
JAMES J. THOMPSON

WILLIAM LEE, SECRETARY
JOHN W. DOBBINS, CHIEF INSPECTOR

MEAL 500 TOFT. NEWARK, N. J. *1. Oct*

February 8, 1944.

Mr. Thomas A. Edison.

Edison Laboratories,

West Orange, N. J.

Dear Sir:-

Bills have been introduced in the Legislature abolishing County Mosquito Extermination Commissions. Under this Law last summer the Essex County Commission reduced the mosquito rent considerably and no doubt the work was allowed to continue permanent relief would be assured.

We are enlisting the help of prominent citizens in New Jersey to try and prevent the Law being repealed and, no doubt, letters from you to his Honor the Governor, Senator J. Warren Davis, and Assemblyman Thomas F. Smith, would be of great assistance to us.

Trusting you will see your way clear to assist us
along these lines, I remain,

Respectfully yours,

John W. Dobbin

Chief Inspector.

JD/EE.

[ATTACHMENT/ENCLOSURE]

REPORT
of
ESSEX COUNTY
MOSQUITO EXTERMINATION
COMMISSION.
1912.

In accordance with the provision of Chapter 104, Laws of 1912 of the State of New Jersey, the following citizens of Essex County were appointed by Chief Justice, William L. Summers, to constitute a Board of Commissioners to be known as the Essex County Mosquito Extermination Commission.

Ralph H. Hunt, Jr.,	President
Spencer Miller	Vice President
Curtis A. Kornett	Treasurer
Frederick A. Becker, Jr.	
Sam. M. Weber	
James J. Thompson.	

The Commission organized and held its first meeting on March 29, 1912. An estimate of the cost of the work, as well as the general plan to be followed, was immediately prepared and filed with the Director of the State Experiment Station in accordance with the provisions of the Law. The Commission was without funds, and as a consequence was unable to begin operations until May 15th, by which time the County was already suffering from mosquitoes which had bred upon the salt marshes, and in the inland pools. This Commission will begin operations in the year 1913 as early as April 1st so as to effectually prevent the emergence of this early brood.

The Commission divided the County into forty-three districts, placing an inspector in charge of each one. This inspector was directly responsible to his Chief for the mosquito breeding therein.

These inspectors were chosen by a competitive examination given them by the Commissioners. 339 applicants presented themselves. These inspectors were only appointed for sixty days as at the end of that time it was necessary for them to pass a Civil Service examination. At the final Civil Service examination we were able to retain forty of them. Later it was necessary to increase the force to forty-six, which was done, and the men were assigned to districts as follows:

	19	Districts
Kewark	2	"
Belleville	1	"
Butley	2	"
Blackfield	3	"
Montclair	1	"
Union Ridge	1	"
Vernon - Cedar Grove	1	"
South Orange Village	1	"
The Caldwell's - Essex Fells	1	"
Livingston	4	"
East Orange	3	"
Orange	3	"
West Orange	1	"
Hillburn	1	"
South Orange Township	2	"
Irvington		

This force was managed by a Chief Inspector, an Assistant Chief Inspector and two Deputy Chief Inspectors.

One inspector devoted his entire efforts during the summer to salt marsh ditching, draining, etc. and was in charge of nine laborers for a greater part of the time.

The ciling of sewer and catch basins was in charge of a foreman.

A force of laborers averaging about thirty-two was employed throughout the season.

The inspectors were charged to enter the premises of every householder and to eliminate every breeding place found therein. He carried with him an oil can; he was instructed to overturn all types of receptacles where possible and took such as could not be overturned. Tin cans and rubbish were removed either by the inspectors themselves where the quantity was small, or by laborers where the quantities were large.

These inspectors were required to cover their entire territory once in every ten days in the hot weather, and in fifteen days when the weather was cooler, and were assisted when necessary by laborers. The laborers did the work of burying cans, opening ditches filling holes, draining and otherwise doing the work which was found necessary in various parts of the County. A number of large swamp areas were drained sufficiently to prevent breeding, or to concentrate

standing water in the ditch where it could be inspected and oiled regularly.

A large number of horses and wagons were employed during the season for hauling oil at an expense of \$1,500.00 throughout the season. These were hired intermittently as the occasion demanded. Two horses and wagons were employed steadily throughout the city of Newark oiling power basins. A third team was steadily employed in a similar capacity in East Orange, Orange and West Orange.

Many large swamps have been drained and rendered safe from mosquito breeding in Newark, Irvington, East Orange, Montclair, Belleville, Bloomfield, Glen Ridge and South Orange, and many more remain to be cared for.

The offices of the County Commission were managed by a Secretary, assisted by a stenographer.

A report of the operations of the field force of the Commission is presented herewith which will be found of very great interest.

2015年12月 第25卷第12期 56

[illegible]

DATE FILED AND INDEXED: 176241 ON 11/07/2012 BY 38114UC

	Harrels & Tubs	Water in Teller Tubs	Com- bustibles	Water- proof receptacles	Cisterns	Wells	Roof Butters	Measure like	Water Machine
Newark	4225	44 101	14	3764	88	73	2	40	5628
Bellville	954	47 54	69	521	37	176		132	
Butley	174	14	8	14	3	365		127	
Bloomfield	350	28 96	198	199	60	161		150	
Montclair	170	6 124	268	34	80		24	461	1500
Glenn Ridge	272	5 3	93	20	19			36	
Wilburn - Cedar Grove	61	11 9	2	3	164			6	
South Orange Village	186	1 11	29	502	87	51		64	250
The Caldwell's - Green Falls	1128	29 102	2500	40	17	100	112		
Livingston	76	2	106	106	1	154			
East Orange	357	29 17 11	472	172	41	2	153	1123	
Orange	563	21 2 116	1374	173	67		306	278	
West Orange	167	17 115	106	89	57		143		
Wilburn	299	30 5	36	62	6		5		
Irvington	247	25 2	13	61	155			25	
South Orange Township	56	8 5	225	10	6		5		
	9219	135 356 770	10586	1176	1499	128 1629	6962		

Particular attention is called to the large number of barrels and tubs that were found breeding mosquitoes - a total of 9,000 for the County.

Among the worst breeders throughout the County were the cisterns and wells of which 2,628 were found. Most of these in the City of Newark are wholly useless and exist contrary to the Law, and the Board of Health of the City of Newark is beginning to co-operate with us for their elimination.

Salt Marsh Operations:

It must be born in mind that the City of Newark in connection with the State ditched a large part of the 4,000 acres of salt marsh meadow lands within the boundaries of Essex County. This commission found that it was necessary to clean out 100,000 feet of these old ditches. To these the Commission has added 3,000 feet of new ditches, and has entered into a contract for 150,000 additional feet which will be completed this fall.

NUMBER OF LINEAL FEET OF DITCHES ON THE NEWARK MARSHES AT THE PRESENT TIME.

<u>Year</u>	<u>Feet</u>	
1903	10,000	Paid for by State
1904	488,000	Paid for by City of Newark
1905	5,000	Paid for by State
1906	15,000	Paid for by State
1911	100,000	Paid for by State
1912	100,000	Paid for by State
1912	100,000	feet of old ditches recut. Paid for by Mosquito Commission.
1912	5,000	feet of new ditches cut. Paid for by Mosquito Commission.
1912	150,000	feet of ditching contracted for. Paid for by Mosquito Commission.
1904 - 1912	200,000	feet old property line ditching, kept clean by Newark Board of Health.

1,148,000 feet of ditching on Newark Meadows.

In order, however, to protect the County from mosquito breeding upon these meadows it will be necessary to do a great deal of additional ditching, to widen out existing ditches, and to main-

tain the rapidly increasing number of ditches in a clean condition.

It must be confessed that the Commission is unprepared to say how much money will be necessary to complete the meadows and to place them in a condition where they will be absolutely safe from breeding.

Salt marsh mosquitoes will travel for great distances and it is probable that many of these mosquitoes which were present during July and August were bred upon the salt marshes of neighboring counties. During the season of 1913, if all of the neighboring counties do their salt marsh work as thoroughly as has been done in Essex we believe that the salt marsh mosquitoes will be very rarely seen in the County.

Fresh Water Mosquitoes.

The extermination of *Apicus*, the common house mosquito, presents an entirely different problem from that involved in eliminating salt marsh mosquitoes. It requires a thorough and continuous house-to-house inspection and a thorough examination of every square yard of the territory. This was done during the past season in Essex County and the results were beyond the expectations of the Commission itself. That the work was eminently successful is shown by the fact that the sale of mosquito canopies was reduced almost to nothing, and the sale of oil of citronella was reduced 99%.

Winter Operations.

During the months of fall and winter when there is no breeding of mosquitoes we intend to spend our best efforts in permanently abating breeding places throughout the County. This will be accomplished inland by an earnest endeavor to fill up with ashes or other material all depressions in land where mosquitoes were known to breed, and by the ditching of swampy areas.

As far as the salt marsh is concerned it is our aim to lay out the entire area in ten acre plots so that the work there may be thoroughly systematized, and render it more easy of closer inspection

in breeding season.

We have already procured mosquito nets keeping all of the known breeding spots in the County. This will add much to the efficiency of our work during the coming season.

The newspapers of the County at various times bore witness to the good results and we take pleasure in quoting a few extracts:

Newark Evening Star.

"The hot spell has been endurable to the people of Newark and neighboring places because of the relief from the mosquito plague that made torture for them during the hot weather of last year. In suburban places the residents could not sit on their piazzas in the evening, and closely screened windows and doors failed to keep the pests out, which swarmed in every dwelling. For relief thousands of people who had intended to remain in their suburban homes during the summer abandoned them and went to the seaside resorts.

It is evident that the work of mosquito extermination in this County has not been in vain."

Newark Evening Star.

July 15, 1912.

"That the work of mosquito extermination in Essex County has been prosecuted successfully thus far need not be told. In no previous summer season were Newark and its suburbs so free from the pest as during the present season. Last year in many localities the affliction was unendurable and the damage is most grateful to a large population. The money appropriated for this blessed work is the best public investment ever made by the County. It is being richly repaid in benefits."

Newark Sunday Call.

July 28, 1912.

"Always regarded in former years as a breeding spot for mosquitoes, South Orange is this year almost free from the pest. This, it is believed, is due in a large measure to the earnest efforts of the village and county authorities combined. There is hardly a breeding place to be found in the suburban municipalities."

Newark Evening Star.

August 17, 1912.

"That the work of mosquito extermination in Essex County this season has been well done nobody can doubt or deny. The pest was not entirely destroyed, and that was not expected. The county commission could deal effectively with all the large and small breeding places that had abounded, but it could not guard against the carelessness of many people who keep stagnant water about their premises. Future regulation by law with fines for these offenders will prove a remedy. The mosquito extermination act has

been easily justified by results and its repeal by the Legislature at the demand of some parsimonious county that is willing to suffer the pest rather than pay the small price for getting rid of it is not possible."

Newark Evening News.

July 15, 1912.

"After just two months of activity backed by an adequate appropriation, it has been demonstrated the work of the Essex County Mosquito Extermination Commission in accomplishing definite results. It was on May 18th that the first 25,000 for the purpose of creating the war on the stinging, sucking pests became available, and it was not until then that the work of extermination was begun under the Commission."

After this comparatively short time results are visible in the lessened number of the pests that find their way into houses and within the confines of screened porches."

Newark Evening News.

July 24, 1912.

"Oh-h-h-h!"

Have you noticed it, or are we dreaming? It seems almost too good to be true.

Has the wily mosquito left us?

Perhaps you have not noticed it, but there is a perceptible decrease in the number of Jersey hummers abroad these delicious summer evenings. It may be the weather, or it may be that the mosquito exterminators' work is beginning to tell, but old Dr. Sacket is not bithering us to the extent he did last season.

Did you ever stop to think what would happen to the funny paper artists if the mosquitoes were exterminated in these parts?

The mosquito, despite his sting and buzz, has done much to advertise New Jersey."

There follows a statement of the expenditures of the Commission from the beginning of work to November 1st.

Inspectors	\$ 18,678.81
Laborers	7,664.51
Office Salaries	859.76
Mills	1,389.61
Stores & Wagons	1,635.50
Tools & Implements	300.74
Office Expense	1,221.82
Equipment	4,339.06
Salt Marsh Ditching	4,360.00
Miscellaneous	860.72
	\$ 37,317.23

The Commission owes its thanks to the boards of health throughout the County. Their co-operation has contributed in a large way toward the success of our undertakings.

In conclusion the Commission feels that the work during the present year has absolutely justified both the labor and expense involved, and it has a feeling of absolute confidence in its ability to prosecute the work to a more successful issue during the years to follow.

PROGRESSIVE
SERVICE BOARD

Francis A. Keller
Joe Adams
Robert G. Valentine
William Dupee Lewis
Samuel McCune Lindsay
Gifford Pinchot
George L. Record

COUNCIL OF
CHAIRMEN

Robert Burns
Truman Beale
Paul U. Kellogg
Henry Mackenzie
Mary McDowell
Mrs. Maud Nathan
William L. Ransom
Harriet Koss Smith
Doris Wilson
Edith Elliott Smith
James R. Garfield
George W. Kidder
Oswen W. Porter
Woods Hamilton

Progressive National Committee

OFFICE OF PROGRESSIVE SERVICE
FORTY-SECOND STREET BUILDING

FRANKER A. KELLER, CHIEF OF SERVICE
A. K. FORTYTH, GENERAL SECRETARY
DONALD R. RICHARDS, DIRECTOR, LEGISLATIVE REP. BUREAU
PATRIC HUBER, DIRECTOR, BUREAU OF EDUCATION

NATIONAL EXECUTIVE
COMMITTEE

George W. Perkins
Jane Adams
Walter F. Brown
Channing Dewey
William Fine
Ben B. Lindsey
Mary Lister
George C. Pinchley
Charles H. Thompson

MEADOW BROOK

New York, May 18th, 1913.

Just say that I will not
be in funds until fall
when I will send my

Mr. Thomas A. Edison,
Ilwellyn Park,
Orange, N. J.

My dear Mr. Edison:

In accordance with instructions received
this morning from Mr. Head ~~McDowell~~ I am writing you
what was to be my errand. *Location is my friend Perkins*

I had hoped to see you to tell you of the
work of the Progressive Service Division of the Pro-
gressive Party. The Progressive Service is the fourth
division of the Party organization the other three
being publicity, finance and political organization.
The Service was established to secure a method to in-
sure the carrying out of our political promises to
the people. This is to be accomplished through an
educational bureau whose responsibility it is to keep
the people informed as to what we are doing, and to
make them understand the purpose - and through a leg-
islative bureau which drafts bills when necessary and
holds our party legislators to their party pledges.
There are four departments working through these bu-
reaux - the Social and Industrial department with
Jane Adams as director, the Cost of Living with
Robert G. Valentine as director and Truxton Beale
as vice-director, Conservation with Gifford Pinchot
as director and Popular Government with George L.
Record as director. These four departments have
sub-committees covering every plank in our platform.
The Service works through the medium of the Progres-
sive clubs now springing up all over the country and
will serve to give them a definite object to work
for between elections. The Progressive Service has
been well started in five states including your own
state of New Jersey, and is being begun in many others.

Owing to lack of funds the Executive Com-
mittee was able to vote only about one fourth of the

I¹⁶

Mr. Thomas A. Edison,

May 12th, 1913.

sum necessary to carry on the work. Miss Kellor is therefore obliged to raise the rest herself. She hoped very much that you will be sufficiently interested to contribute something towards our work, and so she asked me to see you about it. I enclose the plan of organization for you to see. Please make out check to Chief of Service and send to me at the above address, if you feel that you can help us.

Sincerely yours,

Alia Carpenter

AG/BW

Miss Alia Carpenter

Progressive Rate Committee

*42nd Street Building
New York City*

For Governor Everett Colby

President, Hon. Frank B. Jew
First Vice-President, Edgar A. Knepp

Second Vice-President, Chas. W. Ewin
Third Vice-President, W. Folsom Morgan

Fourth Vice-President, Hon. Royal P. Tuley
Fifth Vice-President, Gen. S. V. S. Mearns

Secretary, Algernon T. Swenson
Treasurer, Frank L. Oliver

EVERETT COLBY LEAGUE OF NEW JERSEY

Office of Secretary

427-428 Prudential Building

Telephone, Market 6171

—4—

Newark, N. J., Sept. 27, 1913.

Mr. Thomas A. Edison,
Lewellyn Park,
West Orange, New Jersey.

Dear Mr. Edison:-

I thank you very much indeed for your check for the support of your neighbor Senator Colby's campaign. It was very generous of you and I assure you the money was much needed and most welcome.

I want to thank you also for your interview the other day in relation to the Colonel. I have very carefully preserved your interviews that appeared in the North American last year in relation to the Colonel and the presidency and I hope you will not mind my telling you that you are exactly right. I very sincerely hope that you will live to vote for your neighbor for president of the United States and that is one of the inaugural ceremonies the people all over the United States can simultaneously and for the small price of five cents see and hear the triumphal march from Addai.

Yours truly,

Algernon T. Swenson

Edison General File Series
1913. Port Huron [not selected] (E-13-69)

This folder contains unsolicited correspondence and other documents relating to Port Huron, Michigan, where Edison lived from 1854 to 1863. Among the items for 1913 are letters from the Port Huron Business Men's Association inviting Edison to visit the city. Also included is correspondence regarding the visit of the Old Time Telegraphers Association to Port Huron during their 1913 reunion in Detroit.

**Edison General File Series
1913. Proudfoot's Commercial Agency (E-13-70)**

This folder contains commercial reports on individuals, companies, and charitable organizations. The one selected item for 1913 concerns Russian émigré Ivan Narodny.

Among the documents not selected are circulars and reports relating to the American Press Association and the American Veterans of Foreign Service.

TELEPHONE 415 CORTLAND ST.

Proudfoot's Commercial Agency

SINGER BUILDING

NEW YORK CITY

June 25/13.

Hon. Thomas A. Edison,
Orange, N. J.

Dear Sir:-

CONFIDENTIAL.

In reply to your inquiry about Ivan Marodny, Secretary, Room 210, 200-5th Ave, we beg to report that he is about 40 years of age, is married, and lives at 950 E. 180th St. From what we gather Marodny is at present employed by Musical America, 207-5th Ave. He claims to be a musical critic, and is the author of "Reflections of Myself". He married Maria Mielar, a Finnish concert singer.

In a personal interview at the office of Marc Lagen, manager of concert stars, among them Maria Mielar and Marodny, 200-5th Ave, where Marodny receives his mail, Marodny admitted having served two terms in solitary confinement in Russian prisons. He also stated that he was one of the organizers of the Fortress of Kronstadt, Mikhailistic uprising at that place, in which uprising 40,000 men were involved. Marodny escaped from Russia shortly after this, coming to the United States about eight years ago. He declares himself a Mikhailist still. At present he is busy promoting The League of New York, International Song Festivals, to take part in the Tri-Centenary of Manhattan Island to be held at N. Y. City in the summer of 1914 (date not yet fixed). We understand that there are to be 16 national chorusses. For the purpose of making this a success, he is endeavoring to enlist the support of the most prominent men available, but up to date admits that responses to his invitations are quite few. The men, however, whose names appear among his Preliminary General Committee, have all authorized the use of their names. Mr. Otto Kahn, however, refused to act as a vice-president of the League. The other names mentioned, however, do not lend much influence to the undertaking.

as they are writers who permit the use of the names in almost any proposition that has the flavor of being a police affair.

Marc Legen appears to be actively working with Marodny and stated that he is behind him; this, however, does not indicate any special substantiality, as Legen and his type are not, as a rule, favorably regarded, and so far as he is concerned, if Maria Mieler Marodny is given prominence in the program of these Festivals, it will not injure his business nor will it hurt Marodny financially.

Marodny, to all appearances, is not over prosperous. He claims that his estates at Kroonstadt have been confiscated by the Russian Government. We are told that if Marodny will ask His Highness, The Czar, to forgive him, ~~that~~ he will be restored to citizenship in Russia, but Marodny is said to be stubborn and obdurate and will not stoop to accept the proffered restoration. While Marodny does not call himself Prince, many people who know him speak of him as The Prince. We do not know whether he was born a Prince or is just a prince of good fellows.

Yours truly,

PROUDFOOT'S COMMERCIAL AGENCY.

**Edison General File Series
1913. Radio [not selected] (E-13-71)**

This folder contains correspondence and other documents relating to the technical and commercial development of wireless telegraphy or radio. The items for 1913 consist primarily of unsolicited letters and news clippings.

**Edison General File Series
1913. Real Estate (E-13-72)**

This folder contains correspondence relating to Edison's real estate holdings. Also included are unsolicited letters offering to sell land or construction services. Among the documents for 1913 are letters inquiring about Edison's plans to sell his property in Glen Ridge, New Jersey.

Less than 10 percent of the documents have been selected. The unselected material consists primarily of unsolicited correspondence.

OFFICE OF THE
MAYOR AND COUNCIL
BOROUGH OF GLEN RIDGE
STATE OF NEW JERSEY.

52 Broadway, New York City,
GLEN RIDGE N. J. June 9, 1913. 101

Thos. A. Edison, Esq.,
Orange, N. J.

Dear Sir:-

*We are still holding it
for storage 2*

On December 24th, 1912, you wrote to me in
reply to a former letter of mine as to the Glen Ridge property;
that you were holding this property for storage purposes
until such time as you might finish certain buildings at
Orange that you were erecting.

As it is nearly six months since then, I thought
I would drop you a line asking what the conditions were at
this time.

Yours very truly,

Julius Port.

TR/CF

Chairman of Fire Committee.

P¹¹

EDWARD GRAY
FOURTH VICE PRESIDENT

THE PRUDENTIAL INSURANCE COMPANY
OF AMERICA

HOME OFFICE, NEWARK, NEW JERSEY

Mr E. J. Berggren
Dear Sir.

Henry Aug 4/13
When is next
interest day

Dear Sir In reply to your letter concerning
mortgage your company holds on property of Mr Gray
I have to say, that it is not convenient for me to talk
this up now. I do not think speaking your company
will change their minds about disposing of
mortgage but Mr Gray contemplates paying \$2000
off on the next interest date.

I remain
Yours Truly
E. J. Gray

We will wait

Sept 1st 3 meeting
and at 12th Rate
1600.00
1000.00
H. H. H. H.
Sept 1st
Take up 1000.00 C. H. H.

Telephone, Bloomfield 8834

Branch Office
276 FRANKLIN STREET
Bloomfield, N. J.

Agents for Fire Insurance
Property for Sale Rent or Exchange
Rents Collected

WM. H. STEVENSON
Real Estate Exchange

561 BLOOMFIELD AVE. BLOOMFIELD, N. J.

Ans. 12/14
Thomas A. Edison Co. Inc.
West Orange, N. J.
Gentlemen:-

I say not ready to sell yet. Better building
get better
I understand that you still own the property situate and known as No. 875 Bloomfield Avenue, Glass Ridge, which property extends thru to Belleville Avenue including the building occupied by the Condensate Co- Is this property for sale, or rather is the Bloomfield Avenue portion for sale? I have a client interested in purchasing property about on this order, and would like to have your permission to offer him this place.

If the entire Bloomfield Avenue frontage is not for sale, would any portion of it be for sale, 50 X 150 more or less would be considered.

Thanking you for your early reply, I remain,

Very truly yours,

W.H.S./EWS.

Mr. H. Miller
This is Mr. Edison's property
JP

W. H. Stevenson

**Edison General File Series
1913. Religion and Spiritualism (E-13-73)**

This folder contains correspondence and other documents regarding Edison's opinions and widely publicized statements about immortality, theology, superstition, and related subjects. The two selected items for 1913 bear marginalia by Edison.

Less than 1 percent of the documents have been selected. The unselected material consists of unsolicited letters and printed matter that received no response from Edison.

THE KANSAS CITY STAR.

DAILY
CONTINUED PUBLICATION
MORNING AND EVENING
OVER 200,000

SUNDAY
CONTINUED PUBLICATION
LARGE SIZE

WEEKLY
CONTINUED PUBLICATION
ONE YEAR FIFTY DOLLARS
SIX MONTHS

MEADOW CROFT

*Say That Edison believes in the
existence of a supreme
intelligence through which
the Universe of that is about
all*

Secretary to

Mr. Thomas A. Edison,
West Orange, N.J.

Dear Sir:-

We have been asked to answer this
question:

"Is Thomas A. Edison an infidel? If
not what are his religious beliefs?"

If you will kindly furnish us this
information we will appreciate it very much.
Thanking you in advance for your kindness,
we are,

Yours very truly,

Information Department,
The Kansas City Star



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60 PARK PLACE 22 DEVONSHIRE ST.
ALLIED WITH OFFICES IN CHICAGO, MINNEAPOLIS,
DENVER, SAN FRANCISCO AND LONDON
CABLE ADDRESS: CLIPBURE
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BROOKLYN (N. Y.) EAGLE

Date APR 14 1913

"EDISON PRATTLES LIKE FOOLISH BABE"

Wizard of Electricity Scored by
the Rev. Dr. Schofield
In Sermon.

HIS VIEWS ON DEATH REFUTED

Famous Inventor Charged With Hav-
ing Said There Is No Life
Beyond the Grave.

"Thomas A. Edison prattles like a foolish babe when he says that man dies like a dog dies. He knows as much about that subject as a yellow dog, and so more," said the Rev. Dr. C. I. Schofield last night in the Socratic Memorial Presbyterian Church, Clinton and Remsen streets. Dr. Schofield, finishing his reference to the wizard of the electrical sphere and stepped into the spiritual; then he stepped back to where he belonged. When one tries to penetrate the sphere of the spiritual the eye and the ear do not help, laboratories do not help. You cannot put the reasoning for God in a man's heart into a crucible.

A very large congregation was present at the church last night. The services marked the beginning of a series of Bible conferences under the auspices of the Brooklyn Committee on Christian Fundamentals. The Rev. Louis Van den Burgh, pastor of Socratic Memorial Church, announced that meetings will be held every afternoon and evening during the week until Friday night, when the meetings will cease. The speakers for the night, the Rev. Dr. Schofield, who preached last night, and the Rev. Louis B. Chasler, Dr. and Mrs. Chasler will sing during the service.

The theme of Dr. Schofield's sermon was "A Reiteration of Fundamental Truths" and the text was from the second chapter of first Corinthians. Dr. Schofield said that God made man capable of receiving revelation, and so he made revelation to man by means of the Bible. Certain chosen men, who were really spiritual, received the inspiration from the mind of God, and those inspirations were put into words, so that they might be revealed to all mankind. Each of the various writers was guided by his own inspiration. "The Bible has in it every form of literature," said Dr. Schofield, "and it is the greatest nature book in all the world."

I wonder how much he knows about it? - much

Hulea

*This is the limit
We better use
it for our chemical
Biological,
& physical
Expts. as Text
book - its so
informing about
Nature*

5

Edison General File Series
1913. Secretary [not selected] (E-13-74)

This folder contains letters of transmittal and acknowledgment, unsolicited correspondence, documents concerning the whereabouts of other documents, and other routine items relating to the duties of Edison's private secretary, Harry F. Miller, and his personal assistant, William H. Meadowcroft.

Edison General File Series
1913. Stock and Bond Offerings [not selected] (E-13-75)

This folder contains unsolicited correspondence, prospectuses, and other routine documents relating to the purchase of stocks and bonds. Among the items for 1913 are letters from investment firms Kissel, Kinnicutt & Co. and Harris, Forbes & Co.

**Edison General File Series
1913. Telegraph (E-13-76)**

This folder contains correspondence and other documents relating to telegraphy. The one item for 1913 is a letter from a student at Montana State High School, with a draft response by Edison, soliciting the inventor's opinion about government ownership and regulation of the telegraph industry.

HENRY V. DEEMAN
CHAIRMAN
ROSE ROBERTS
CLERK
E. C. SUGGERT, M. A.
SUPERINTENDENT

Forsyth Public Schools

SCHOOL DISTRICT NO. 4

Forsyth, Montana Feb. 17, 1913.

P 1913 *Telegraph*
BOARD OF TRUSTEES
J. W. SOUT
A. C. WILSON
H. V. DEEMAN
E. F. INTERSCHOFF
E. A. RICHARDSON

Mr. Thomas A. Edison,
West Orange, New Jersey.

Dear Sir:-

MEADOW CROFT.

In the December number of the Scientific American, you were quoted as saying that you had never known a single instance of an invention being deliberately suppressed by a corporation. I am on a team that is to debate the negative side of the question, "Resolved that the government should own and operate the telegraph". This is a Montana State High School debate.

If you could spare the time to answer these three questions, you would be a great help to me in working up the argument, and I would appreciate your courtesy very much.

1. Do you believe that the Western Union Telegraph Company has suppressed inventions that would better the service?
2. Are the telegraph companies of the United States behind or ahead of those in other countries in equipment?
3. In your opinion, would government ownership or federal regulation be the best thing for the country?

Respectfully yours,

1 no
2 ahead of Europe
Think Govt should own the telegraph
but never operate it - Operate by
Contract
Liebert Cunn.
Σ

Edison General File Series
1913. Telephone [not selected] (E-13-77)

This folder contains routine unsolicited correspondence seeking Edison's advice, information, or assistance on matters relating to telephones. None of the letters received a substantive response from Edison.

Edison General File Series
1913. Thomas A. Edison, Inc. - General (E-13-78)

This folder contains correspondence and other documents relating to the financial and administrative operations of Thomas A. Edison, Inc. and its constituent concerns. The selected documents for 1913 consist primarily of minutes from meetings of the Electrical Dept. Committee. Also included are interoffice communications by Edison and managers William Maxwell and Carl H. Wilson, along with minutes of the Bates Machine Committee. The documents pertain to kinetophones, phonographs, marine products, rectifiers, home lighting systems, and primary and storage batteries. There is discussion of advertisements, product orders, and production schedules; the development of shaving machines; and the resignation of Paul H. Cromelin, managing director of Thomas A. Edison, Ltd., in London. There are also references to the machine tool shop at the West Orange laboratory. In addition, there is correspondence with the New Jersey Commissioner of Labor concerning unsatisfactory work conditions in Edison's oxide and reducing departments. The committee minutes appear at the end of the folder.

Approximately 50 percent of the documents have been selected. The material not selected includes accounting statements and routine periodic reports.

May 8, 1913.

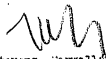
Messrs. Durand, Leonard, Langley, McChesney, Stevens:

Hereafter the Electrical Department Committee meetings will be held every other Thursday at 3:00 P. M. --- commencing May 15th.

W. E.

WM-AH

C. C. to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.


Messrs. Durand, Leonard, Stevens, Maxwell

May 21, 1913.

Referring to that portion of Electrical Department Committee minutes of meeting held May 5th having reference to revised scale of discounts on B-2 and B-4 Rectifiers, you are hereby authorized to put the suggested discounts into effect at once-- that is,

To Jobbers in Automobile and Electrical Supplies, 40%.
This includes Storage Battery and Primary Battery Depts.

To Dealers in Automobile and Electrical Supplies, 30%.

To Private and Public Carages and other individual purchasers, 20%.

These new discounts are authorized principally for the purpose of disposing of such Rectifiers as we now have completed or under way on manufacturing order, and are not intended to apply on the new type Rectifiers now being built at the Laboratory. When these new Rectifiers are ready, a scale of prices and discounts should be arrived at covering them.

CHW/INB

C. H. W.

(Copies to Messrs. Edison, Berggren, Eckert, Hudson)

~~Kammanhoff~~

Levin J Bryant,
Comm Labor

Mr. Edison.
M. C. DOW GRIFF

year of July 31 1913 at
time, could you let Mrs
Cushman come over to Laboratory
where all our plans are

The attached letter from the
Department of Labor I was
Mr. Salzman, who gave us all
when I was today in I want to have some
of the furnaces
of the part of labor
you think of

Would it not be advisable,
that I take the lay-out of
plant to Newark and
the cheapest way to satisfy the
Department of Labor? It may be
possible that with some simple
change in the arrangement of
the furnaces we can avoid trouble.

August 2nd 1913.

A. Kammanhoff.

[ATTACHMENT/ENCLOSURE]

STATE OF NEW JERSEY

DEPARTMENT OF LABOR

LEWIS T. BRYANT
COMMISSIONER OF LABOR
JOHN L. HOLT
ASST. COMMISSIONER OF LABOR

Newark, N. J., July 31, 1913.

Edison & Co.,

Silver Lake, N. J.

Gentlemen:

Our Inspector, Mr. Erskine, has called my attention to the fact that you are erecting a new building to contain two rows of Oxide Reducing Ovens, which building is to be substantially of the same size as the present building used for a purpose similar to the one you are contemplating for your new building.

It is suggested that the size of this new building be materially enlarged from plans that I understand you intend following, as otherwise it would be necessary to call for some artificial method calculated to reduce the heat generated therein.

Under these circumstances it would therefore seem to be a good business proposition for you to enlarge the size of this building, and provide sliding doors, which could be thrown open during the warm weather; rather than make necessary more costly exhaust apparatus, which, in addition to the initial cost entailed, the continued expense of maintenance.

I would be very glad to have you look into this matter immediately upon receipt of this communication, and let me have your views on the subject.

The conditions in your present Oxide & Reducing departments are not at all satisfactory; and clearly show the absolute necessity of some artificial method of reducing the heat therein.

Awaiting an early reply, and trusting that you will co-operate with us in this matter, I am,

Yours respectfully,

Lewis T. Bryant
Commissioner of Labor.

J4

239

72 of the above
were from prospective
dealers

You exhibited to me several
letters resulting from
5 Eve Past admt
How many have you
received all told

Mr. Mackenzie
 Mrs. Mary
 Post
 Collins 239

OK
11/3

P
1913

TAE, Inc.-
org.

December 4 1913

Messers, Maxwell, Miller, Holden, Lanchan, F. Bachmann, Hardy,
L. W. McChesney, Farrell, Gill, Dolbeer, Hird, Burand, Redmond,
L. C. McChesney, Iretton, Brown, Berggren, Eckert, Jubert,
Davidson, Leeming, Hudson, Rogers, Youmans, Phillips, Cheshire,
Plimpton, W. H. Miller, H. F. Miller, W. H. Leadonoff,
Rutchenon, R. A. Bachman, Dae and Mudd.

Please note that Mr. Paul H. Connerly has
resigned his position as Managing Director of Thomas A. Edison
Ltd., London, and is no longer connected with our interests in
any way, shape or manner.

Hereafter all correspondence intended for
our London office should be addressed to Thomas A. Edison Ltd
attention of Mr. A. F. Wagner.

C. H. W.

CHW/WW

Copy to
Mr. Edison

Mr. Harry F. Miller:

Dec. 4, 1913.

In connection with Mr. Cromelin's resignation as Managing Director of Thomas A. Edison, Ltd., London, he will probably sign a release of all claims against Mr. Edison personally, T. A. Edison, Inc., and F. A. Edison, Ltd., but refuses to sign release for claims against the Storage Battery Co. covering commission on cells sold by Monnot on which the Storage Battery Co. were paid a royalty. Mr. Edison told me the Storage Battery Co. would pay such commissions as Cromelin was entitled to, whenever he put in a claim for them, and requested me to have Mr. Mudd get up a statement showing what these commissions would amount to. I attach hereto the statement made up by Mr. Mudd, which I believe covers the number of A-4 or their equivalent cells on which the Storage Battery Co. have received a royalty from Monnot, from the time the arrangement was entered into with Cromelin until it was terminated by a letter from Mr. Edison, copy of which I believe you have on file.

I am sending this to you, as in case a claim is ever made by Cromelin, it will no doubt have to be handled by the Storage Battery Co., and not by me. If there is anything about the statement made up by Mr. Mudd which you do not understand, you had better see him concerning same. As near as I can figure out, Cromelin's commissions would only amount to \$255.45, which is not worth quibbling over.

CHW/LWW

C. H. F.

Enc-
(Copy to Mr. Edison)

Give me notes & Incorp -
Bourne & those of customers
discounted —

also of Balling Co

also Cement Co

& dates when

payable —



Mr. Adams *Wag*

Minutes of the First Meeting
of the
Bates Machine Committee
Held January 17, 1913
at 2:00 P. M.
In the Executive Committee Room

Present: Messrs. Burnham, Stevens, McChesney and Maxwell. Mr. Goodwin also attended.

Mr. McChesney commented on the fact that Burnham has not found it necessary to do any advertising. Mr. Burnham replied that really a great deal of advertising had been done in the shape of promotion work. He explained his intensified methods of stimulating the interest of jobbers' salesmen. Mr. Maxwell commended these methods and thought that they might be applied advantageously to other departments of our business.

Mr. Maxwell requested that he be placed on Mr. Burnham's mailing list for all literature that goes to jobbers, dealers and jobbers' salesmen.

Mr. Burnham said that he expected this Committee to aid him in getting our line of numbering machines enlarged so that it would be on a competitive basis so far as variety is concerned.

Mr. Burnham commended the great improvement that has occurred since January 1st in the factory in the filling of his orders for machines and repairs. He says the difference is very noticeable and very gratifying.

Mr. Burnham referred to the fact that he has recommended to Mr. Wilson the development of two new daters, one with and the other without a dye plate, to sell at about \$10 and \$7.50 list respectively. He stated that Mr. Wilson has approved the idea and that the matter is now under consideration in the Production Department. He is very anxious to have this work pushed as rapidly as possible.

Mr. Burnham called attention to the difficulty which is being experienced with the seven movement Bates Numbering Machine. He says that this difficulty seems to relate to the small ~~fine~~ spring that controls the retarding lever. Apparently the trouble with this spring is due either to improper tempering or because it is not properly fitted to the recess in the rod. If this trouble cannot be detected and overcome by the Production Department in the near future, Mr. Burnham thinks the matter should be referred to the Engineering Department. The Production Department is requested for a report on this matter by the Committee.

Wm. Maxwell.

Chairman.

AH

Copies to all committee members and
Messrs. Edison, Wilson and Leeming.

THOMAS A. EDISON, Incorporated

Mr. Edison

Minutes of the Second Meeting
of the
Bates Machine Committee
Held 3 - 21 - '13.
at 2:00 P. M.
In the Executive Committee Room.

Present: Messrs. Burnham, Youmans, McChesney, Stevens & Maxwell.

Mr. Burnham stated that deliveries have continued very satisfactory except that during the past two weeks the production has fallen about 10% below the orders. Mr. Youmans stated that from now on the factory expects to maintain the established schedule and to accumulate the stock provided by such schedule. Mr. Burnham was in favor of increasing the schedule to accumulate a stock as rapidly as possible, and then in view of the approaching summer season, reducing the schedule as far as conditions seem to warrant.

Mr. Maxwell inquired as to the progress on the two proposed new daters, one of which, with die plate, is to sell at \$7.50 list. Mr. Burnham stated that nothing has been submitted as yet. He called attention to the fact that the Roberts Mfg. Co. have brought out a new dater which is selling for \$2.50 list. It is practically the same thing as the dater they have been selling for \$5 list. He thought in view of this that it would be desirable, if possible, for us to bring out a dater that would sell at \$5 list instead of \$7.50 as originally intended.

Mr. Burnham called attention to the fact that the sales for the fiscal year just closed show an increase of about 12% over the previous year, without increased selling expense. He believes that business can be largely increased if the new daters are brought through. He also thinks that a combination numbering machine and dater might be a valuable addition to the line, and will make further suggestions on that point.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Bokert and Leeming.

Mr. Emerson

Minutes of the First Meeting
of the
Electrical Department Committee
Held January 10, 1913
at 3:00 P. M.
In the Executive Committee Room

Present: Messrs. Hutchison, McChesney, Stevens, Langley,
Durand and Maxwell. Mr. Redfearn was ca.
for consultation.

Mr. Hutchison requested an opinion from Mr. Langley as to whether the present controller could be adapted to higher current carrying capacity and higher voltages, and an estimate of the cost of same roughly. Mr. Langley questioned the advisability of considering the manufacture of such apparatus at this time as it would involve a larger contact points and a larger motor - in other words, a complete redesigning of the apparatus which is a Laboratory proposition. Mr. Durand expressed a desire to have Mr. Redfearn check up the cost on the two standard sizes of controllers which are being furnished with house lighting equipment. It was decided by the Committee that Mr. Redfearn be requested to give Mr. Durand the cost on this apparatus and this request was conveyed to him by the Chairman of the Committee.

Mr. Durand submitted A.C. and D.C. motors designed by Mr. Langley primarily for our Dictating Machine Shaving Machine, but capable of other uses. He asked Mr. Redfearn how far the latter had proceeded in finding the cost. Mr. Redfearn was of the opinion that we could build these motors within the prices we are now paying the Emerson Mfg. Co., Mr. Durand stated that he would like to submit these motors to Mr. Hutchison for the latter's opinion and report. Mr. Hutchison said that he would be glad to examine them and it was decided by the Committee to refer these motors to Mr. Hutchison. Mr. Redfearn has some additional data to collect before he can render a final report on the cost, but he expects to make such report to Mr. Durand in the near future.

Mr. Durand stated that Mr. Langley is at work on a universal motor for the Shaving Machine and considers it very important that this work be completed before we withdraw our order from the Emerson Mfg. Co. on the two standard types of A.C. and D.C. motors submitted to the Committee, as the odd frequencies in alternating current motors would have to be obtained from the Emerson people unless we develop a universal motor, and they could not be bought advantageously on account of the comparatively small number used.

Mr. Durand called attention to the fact that we are now making all of the universal motors used in our Dictating Machines and that they are giving extraordinary satisfaction. He stated that a development of this motor business which Mr.

Edison desired to see was the manufacture of several different sizes up to one horse power. Mr. Durand requested a discussion of the best way to exploit such a product. He asked for the opinion as to the advisability of using a small space regular in certain trade papers. Mr. Maxwell was of the opinion that a circularizing campaign might be preferable to advertising, on the limited number of people in each class to which an appeal be made. Mr. McChesney was inclined to agree with him. Mr. L. was inclined to agree that circularizing would be the best method of exploiting the motors, but inquired whether some publicity in the trade papers was not desirable for the rectifier. Considerable discussion occurred and it was the opinion of the Committee that some space might properly be used in motor car publications. There ensued a discussion of how much might properly be spent. Mr. McChesney thought that \$50 a month would give the publicity which Mr. Durand desired. It was decided that this sum was an appropriate one for carrying out the plan.

Mr. Hutchinson suggested a use of the motors among the rectifiers in connection with storage batteries in the offices of country dentists where there is no day current, and stated that at some future time he would like to figure on this with the Electrical Department.

Mr. Langley inquired whether there was likely to be a sufficient demand for odd frequencies in rectifiers to justify experiments in that direction. He stated that at odd times he would probably be able to make such experiments. Mr. Durand stated that there would be very little demand, but if Mr. Langley could do this development at odd times as suggested, he thought it might worth while for us to require him to do so.

Wm. Maxwell,

Chairman.

AH.

Copies to all committee members and
Messrs. Edison, Wilson and Leeming.

Mr. Edison

Wm

Minutes of the Third Meeting
of the
Electrical Department Committee
Held February 7, 1913
at 3:00 P. M.

In the Executive Committee Room.

Present: Messrs. ^{Mr. Hudson} Langley, Leonard, Durand and Maxwell. Absent:
Messrs. Stevens and Hutchison. Mr. Hudson was called
into consultation.

Decided to use half pages in Automobile Trades
Journal and Horseless Age to advertise the rectifier. Mr. Durand
is to prepare copy.

Committee suggests that Mr. Hutchison investi-
gate the small rectifier (2-5 amperes) being designed in the Lab-
oratory, with a view to the completion thereof as soon as
practicable, and the obtaining of patents, if any patentable
points involved. A conference with Mr. Durand suggested.

Discussion of a pamphlet to contain testimon-
ials regarding the rectifier.

Decided to appoint Primary Battery Department.
sales agent to the electrical trade in the United States on the
rectifier and allow them a discount of 30% - they to sell at 20%
and 5% to jobbers, 15% to dealers.

The importance of pushing the work on the tools
for the A. C. and D. C. shaving machine motors was discussed.

DETAILS ON FOLLOWING PAGES.

Mr. McCheesney reported his investigation indicated that the best media to use for advertising the rectifier to garages are the Automobile Trades Journal and Horseless Age - taking into consideration the expenditure we have in mind. After discussion it was decided to try these two papers and Mr. Durand will prepare copy for half page space, viz: 4-1/2" x 4".

Mr. Durand referred to request made upon Mr. Hutchison sometime ago to consider the designing of a small rectifier, from 3 to 5 amperes, for competition with the Wagner people. Mr. Durand stated that recently Mr. Chesler invited Mr. Langley and himself up to the Laboratory to inspect his experiments, and Mr. Durand is so much encouraged by the results that he would like to have these experiments carried to a conclusion as rapidly as possible, and if anything is involved which is subject to patent, he believes it would be advisable for the Engineering Department to promptly confer with Mr. Lanahan, with a view to applying for such patent. After discussion the Committee decided to call this matter to Mr. Hutchison's attention, with the request that he confer with Mr. Durand.

Mr. Durand submitted copies of testimonial letters in respect of our present rectifier. These letters are of a very satisfactory character in view of the severe tests upon which the recommendations and testimonials are predicated. After discussion it was decided that as soon as a few more testimonials of this kind are received, it will be advisable to print them in pamphlet form, together with such other matter, if any, as is deemed appropriate.

Mr. Durand called attention to the fact that, inasmuch as the rectifier, aside from sales direct to garages, will be distributed for the most part through the same channels as the Primary Battery, he and Mr. Hudson had been discussing the advisability of letting the Primary Battery Department handle the rectifier. Mr. Hudson was called in to consultation and stated that in view of the fact that he allows rebates according to the volume of business done by jobbers, he thought the Primary Battery Department would be able to stimulate the purchase of rectifiers if the latter were permitted to count in the volume of business done by jobbers. Mr. Maxwell inquired if it was the intention to have Mr. Hudson take over the entire marketing of the rectifier. Mr. Durand stated that such is not the case. After discussion it was the opinion of the Committee that an arrangement to have the Primary Battery Department sell the rectifier to their trade was a good one to make. In discussing prices, Mr. Durand stated that the discounts established on the rectifier are 20% and 5% to jobbers; 15% to dealers and 10% to garages. He stated it was the original intention to make the jobber's discount contingent upon the purchase of 50 rectifiers and to require dealers to purchase 3. However, owing to conditions in the electrical

trade he had found it quite impossible to enforce these initial purchase requirements. Mr. Hudson agreed with Mr. Durand as to the impossibility of getting jobbers and dealers to stock these goods in quantities.

There followed a discussion of the discount to be made to the Primary Battery Department. Mr. Durand stated that Mr. Redfern said that the cost would admit of allowing Mr. Hudson a discount of 30% if that was satisfactory to the Electrical Department. Decided by the Committee that a discount of 30% be allowed to the Primary Battery Department. Mr. Maxwell inquired whether Mr. Hudson's sliding rebates were also to apply to the rectifier. Mr. Hudson stated yes, but that these would be absorbed by the discount which was allowed to him by Mr. Durand's department. Mr. Maxwell inquired whether there was any possibility that Mr. Durand would be doing business with jobbers not on Mr. Hudson's list, with the result that Mr. Durand's jobbers would not be on even terms with Mr. Hudson's jobbers. Neither Mr. Hudson nor Mr. Durand thought there was any probability of this. Mr. Hudson said he thought it should be understood that his department handle the entire electrical jobbing trade in the United States and Mr. Durand agreed.

Mr. Durand stated that heretofore he has not been ready to actively push the sale of the rectifier because not until now has he been entirely satisfied that it was in commercial shape.

Mr. Hudson stated it was not his intention to get out any literature and that he would expect the Electrical Dept. to supply him with the necessary printed matter. He requested that some of it be imprinted for his department, which was agreed.

Mr. Hudson referred to the need of a small automatic voltage regulator for use with the primary batteries when used for small lighting systems. He invited the consideration of this subject by the Electrical Department. Mr. Durand thought it might be better to take this matter up with Mr. Hutchison.

Mr. Langley reported in respect of the universal shaving machine motor that it had been tested on both A. C. and D. C. and ran, but that he proposes to rewind it, as he believes he can get a better winding than the present one.

Mr. Durand stated that a part of the blue prints for the tools for the A. C. and D. C. shaving machine motors have turned over to the Production Department, and that the remainder will be delivered within a few days.

THOMAS A. EDISON, Incorporated

Minutes of the fourth Meeting
of the
Electrical Department Committee
Held February 21, 1913
at 3:00 P. M.
In the Executive Committee Room

Present: Messrs. Durand, Langley, Stevens and Maxwell.
Absent: Messrs. Mothesney and Hutchison.

Mr. Durand called attention to the fact that in trials made by Mr. Meeker of New York, it has been demonstrated that the regulator for house lighting systems is not suitable for storage battery installations on marine work. Mr. Meeker thinks that a proper type of voltage regulator for marine work will greatly stimulate the sale of storage batteries in that field. Mr. Durand thought it would be a good idea to bring this matter to the attention of Mr. Hutchison, and if his appointee will confer with Mr. Langley, the latter will be glad to make any suggestions he can. Mr. Langley stated that the principal need is for a reversing switch which is balanced in any position. After discussion the Committee decided to recommend this matter to the attention of Mr. Hutchison in accordance with Mr. Durand's suggestion.

Mr. Durand reported that the high current low voltage rectifier developed for electro-plating service has been reported upon very favorably by Hanson & Van Winkle of Newark, and the probabilities are that there will be considerable sale for this type of rectifier in the electro-plating field. Mr. Maxwell inquired if there were any other uses for this style of rectifier, and Messrs. Durand and Langley stated that it would be useful for charging any storage battery within its rating, which is 7½ volt 37½ amperes.

Mr. Durand reported on the small rectifier which has been designed by the Engineering Department for competition with the Wagner people, and stated that it gives promise of being not only a remarkably cheap rectifier to build but also capable of very high current capacity. Mr. Durand further reported that Mr. Lanahan of the Law Department is in touch with the patent situation. Two units have been sent over to Mr. Langley for tests and are now being tested.

Mr. Maxwell inquired what had been revealed by our investigation of our requirements for motors of the shaving machine motor type. Mr. Durand stated that the answers received to Mr. Wilson's memorandum of February 8th indicate that our present consumption of this class of motor is about \$25,000 per annum, in all departments. Mr. Leonard stated that this is likely to be increased. Mr. Durand reported that the twelve samples will probably be through the shop inside of six weeks.

THOMAS A. EDISON, Incorporated

-2-

Mr. Stevens stated that some Brazil people were here recently inquiring about small motors to be used in connection with the Home Kinetoscope for advertising purposes. It is evident that when the window projection model is completed there will be a large demand for these small motors in connection with the Home Kinetoscope.

Mr. Maxwell said he understood that there were several objections from an accounting standpoint to the Committee's recommendation that Mr. Hudson's department be allowed a discount of 30% on the rectifiers which they were able to sell. Mr. Durand stated that such is the case and that Mr. Eckert would devise some different way of handling the matter and reaching the desired result, viz: allowing Mr. Hudson's department some proper compensation for their work in helping to market this product. Mr. Eckert is requested to report to the Committee on this matter.

Wm. Maxwell

Chairman

AH

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

THOMAS A. EDISON, Incorporated

Mr. Edison

Minutes of the Fifth Meeting
of the
Electrical Department Committee
Held March 7, 1913
at 3:00 P. M.
In the Executive Committee Room.

Present: Messrs. Durand, Leonard, Langley and Maxwell
Absent: Messrs. McCheaney and Stevens.

Mr. Maxwell inquired as to what progress has been made with the new type of reversing relay that experience has found necessary for use in marine service. Mr. Durand explained that he has Mr. Hutchison's assurance that he has this matter well in hand and is confident that he has solved the problem.

Mr. Durand reported very satisfactory progress in the development of the new type, or modification, of the present type of rectifier that is being carried on in the Laboratory. This new design, if successful, will be adaptable in its several sizes to cover a very wide field: ignition and lighting batteries, pleasure and commercial vehicle batteries, motion picture apparatus, etc. In connection with the latter adaptation, Mr. Durand cited a report from Mr. Cromelin of London, who pointed out the dearth of a satisfactory charging apparatus for Kinetoscopes in the United Kingdom where practically 50% of the current available is alternating. Mr. Langley pointed out that with the year's experience in the manufacture of the present type of rectifier and with the very favorable testimonials for the installations we have made, we have really gone through with the work of development and feel secure on the one point on which we would otherwise look for trouble in the new design - the carbon contacts.

Mr. Langley reported that on Wednesday, March 12th, we will have the punchings for the D. C. shaving machine motors, and within a month's time the punchings for the A. C. shaving machine motors.

Mr. Durand pointed out that the telephones now being made in the Electrical Department for the Kinetophone amount to considerable work; also that the telephones for recording on the dictating machine will eventually be a big job.

Mr. Durand said that all experiment on telephone recording has practically been finished, and Mr. Hutchison has promised to give Mr. Holland a draftsman for his commercial design, when the model for production will be immediately completed.

THOMAS A. EDISON, Incorporated

Informal discussion developed a general feeling of satisfaction with the work in hand in the Electrical Department and optimism for the future of the rectifier particularly.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to
Messrs. Edison, Wilson, Eckert, Berggren, Leeming and Hutchison.

THOMAS A. EDISON, Incorporated

The Edison
Minutes of the Sixth Meeting
of the
Electrical Department Committee
Held March 21, 1913
at 3:00 P. M.
In the Executive Committee Room.

Present: Messrs. Langley, Leonard, McChesney and Maxwell.
Absent: Messrs. Stevens and Durand.

Mr. Langley reported with reference to new type of reversing relay for marine service that a model has been approved by Mr. Edison, and Mr. Chesler is endeavoring to make arrangements with some manufacturer to build the device for us. Mr. Langley stated that the use of this volt meter switch in connection with our regulator might increase the cost slightly, but he did not believe the increase would be very much.

Mr. Langley stated that the castings for the twelve D. C. Shaving Machine motors which are going through the shop are now at the Laboratory for the necessary machine work. Mr. Langley has the armature punchings for the D. C. motors. The punchings for the A. C. motors are not yet ready.

Mr. Langley stated that the work on the universal Shaving Machine motor has been held up awaiting the punchings for the D. C. motors. Now that the latter have arrived, the work on the universal motor will proceed.

Mr. Leonard referred to report to Mr. Durand from Mr. Chesler concerning the new rectifier which has been developed in the Laboratory. Mr. Chesler has been running some tests which have demonstrated that the old model of copper contact is not strong enough to stand the constant vibration, and its construction makes it difficult to adjust to the new model. A different kind of contact is being made up and some new tests will be run.

Wm. Maxwell

Chairman.

AH.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

THOMAS A. EDISON, Incorporated

Mr. Edison

Minutes of the 8th Meeting
of the
Electrical Department Committee
Held April 18, 1913
at 3:00 P. M.
In the Executive Committee Room.

Present: Messrs. Leonard, Langley, Durand and Foyer (representing Mr. Hutchison). Absent: Messrs. Maxwell, McChesney, and Stevens. Mr. Durand presided.

Mr. Durand presented the following cost on the 30 volt, 30 ampere regulator prepared by Mr. Redfearn:

"HOUSE LIGHTING REGULATOR
INCLUDING CHARGING PANEL
(30 VOLT - 30 AMPERES)

Works:

Material	\$10.10 + 5% G. E.	.50	\$10.60
Labor	23.03 + 75% G. E.	17.28	<u>40.31</u>
			\$50.91
Profit			<u>5.09</u>
			\$56.00

Thomas A. Edison, Inc.
Supply:

Rheostat	\$11.25	
Ammeter	6.00	
Switch	1.62	
Fuses	.35	<u>19.22</u>
		\$75.22
		<u>1.75</u>
		\$76.97
		82.50
		<u>35.53</u>

List \$110 less 25%
T. A. E. Inc. Profit

No selling expense as this is sold only to Storage Battery Company.
Cost due to very low production, one per week average.

(Signed) Geo. B. Redfearn"

Mr. Durand submitted that the Regulators manufactured thus far have all been made up on special orders for the Storage Battery Company and that this is necessarily an expensive method of production. It was of the opinion of the Committee, after a thorough discussion of the subject, that the time has arrived when we should be given some definite basis upon which to proceed with our production.

THOMAS A. EDISON, Incorporated

Mr. Poyer stated that he had just come from a meeting at the Storage Battery Company, at which the House Lighting Department of that business had been discussed, and that the feeling exists that it is now in definite and promising shape. A selected list of approximately 6,000 promising prospects has been prepared and the work of interesting them in the proposition will start at once. The new House Lighting Catalog is ready for distribution and will be sent out without delay.

Mr. Poyer was requested to secure the placing by Mr. Hutchison of a blanket order for regulators, of the various sizes needed, for delivery over a stipulated period - say one year - as required, and also to have placed an experimental order of the development of any large sizes that promise to be in demand. With such assurance as to what types might be considered as standard and with a definite idea of what would have to be anticipated, the Electrical Department could go ahead intelligently and arrange a schedule of production.

Mr. Poyer promised to present this, with recommendation of immediate action, to Mr. Hutchison.

The question of increasing the price of regulators because of the increased cost represented by the new type of reversing relay switch was considered, and it was unanimously agreed that in view of the present narrow margin of profit, a higher price is justified. Mr. Redfearn will be asked to go over his cost figures again in order that revised prices may be adopted at the next Committee Meeting.

Mr. Durand here drew attention to the fact that the Electrical Department is called upon from time to time to send one of its men to inspect an installation where some trouble or other has developed, and that this expense in the past, with perhaps a single exception, has been borne by Thomas A. Edison, Inc. despite the fact that in every instance the trouble has been found in some detail of the installation other than the regulator, and due generally to insufficient knowledge of operation on the part of the customer. It was the opinion of the Committee that if we are to continue to supply service of this kind, some equitable provision to cover the expense should be made at the time the prices are revised.

The following cost, prepared by Mr. Redfearn, on the Universal Dictating Machine Motor was submitted:

A. D. C. MOTOR
FOR DICTATING MACHINE.

Works:

Material	\$1.76	+	5% G.E.	.09	\$1.85
Labor	3.28	+	75% G.E.	2.46	<u>5.74</u>
					\$7.59

THOMAS A. EDISON, Incorporated

(Carried over from preceding page)	\$7.59
Works Profit 15%	<u>1.13</u>
	\$8.72

Burke's Price \$8.50 f.o.b. Erie
 Charges Approx. .25 each
 \$8.75

NOTE: Charges in construction and methods since above was completed effect a reduction of approximately 20%, making cost to Thomas A. Edison, Inc. \$8.52 instead of \$8.72

(signed) Geo. D. Redfearn".

In addition to manufacturing an acknowledgedly superior product at a lower cost (which is susceptible to still further decrease) we enjoy the many advantages of its supervision over the production of our own motors.

We have made to date approximately 2000 of our own motors - A.D.C. and D.C.

The rectifier situation was next taken up after the following cost of a B-4 type had been presented:

RECTIFIER - B-4

Works:

Material	\$7.36 + 5% C.E.	.37	\$7.73
Labor	5.12 + 75% C.E.	3.84	<u>8.96</u>
			\$15.69
Profit 10%			<u>1.67</u>
			\$18.36

Thomas A. Edison, Inc.
 Supply:

Transformer	\$7.60	
Condensers	1.24	
Snap Switch	<u>.60</u>	
		9.34
		<u>\$27.70</u>
Packing		.75
		<u>\$28.45</u>
40% Selling Expense		<u>11.38</u>
		\$39.83
20% Profit		<u>7.97</u>
		\$47.80

THOMAS A. EDISON, Incorporated

List \$80 less 20-5%
Profit

\$60.80
52%

(Signed)

Geo. B. Redfearn.

The margin of profit established on the rectifier is very encouraging and it was felt by the Committee that we are now in a position to exploit it on more definite and productive selling arrangement that will embrace more attractive discounts to trade and public. Until now the sale of the rectifier has not been pushed aggressively for it was realized that the margin of profit between trade and public was too small to interest either jobber or dealer. With discounts that will attract the trade, auto and electrical, the Committee feels that an active campaign can now be inaugurated and that the exploitation of the Rectifier will be successful despite the lower prices of competing designs.

Mr. Durand reported that the Primary Battery Sales Department is prepared to place a production order on the Electrical Department for 3000 gas engine spark coils to be delivered over a period of one year - approximately 60 coils weekly. Cost of the coil has been made up and shows that it can be made at a manufacturing profit.

Nelson C. Durand

Acting Chairman.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

THOMAS A. EDISON, Incorporated

Mr. Edison

Minutes of the 9th Meeting
of the
Electrical Department Committee
Held May 5, 1913
at 3:00 P. M.
In the Executive Committee Room.

Present: Messrs. Langley, Leonard, Durand, Stevens and Maxwell.
Absent: Mr. McChesney. Mr. Hudson also attended.

Mr. Durand submitted the following memorandum recommending change in discounts on B-4 16 ampere rectifier:

"The expediency of revising our rectifier discounts has been apparent for some time and is evidenced daily by the letters we receive from trade and public in reply to our "follow-up" letters on inquiries."

"A comparison of our list prices and discounts (so far as we have been able to obtain them) with those of competitive types of rectifiers on the market will show the disadvantage we are working under in trying to interest jobbers and dealers and in effecting "mail order" sales to the public, direct."

<u>MAKE</u>	<u>CAPACITY</u>	<u>LIST PRICE</u> <u>WITHOUT AMMETER</u>	<u>MAXIMUM OR</u> <u>JOBBER'S DISC.</u>	<u>CONSUMER'S</u> <u>DISCOUNT.</u>
Westinghouse	6 V. 6-8 Amp.	\$45.50	60%	50%
Wagner	6 V. 3-5 Amp.	35.00	40 & 5%	30 & 5%
	10 V. 15 Amp.	70.00	40 & 5%	30 & 5%
Edison	2-10 V. 3-8 Amp.	65.00	20 & 5%	Pub. Garage 10% Private " None
	2-10 V. 6-16 Amp.	80.00	20 & 5%	" "

The "dead" or flat cost of our B-4 16 ampere rectifier to Thomas A. Edison, submitted by Mr. Redfearn at meeting of April 18th was-----\$28.45
(This includes a 10% profit to the E. P. Works).

Plus 40% selling expense and 20% profit
this increases to-----\$47.80

From which it appears that we have a safe margin of 40% as a working basis for revising our discounts: \$80.00 list less 40%-----\$48.00

The same margin obtains on the switchboard complement which lists at \$20.00 and the cost of which is approximately \$11.00

THOMAS A. EDISON, Incorporated

We recommend that our present list prices be maintained and the discounts revised as follow:

To private and public garages and other individual purchasers ---- 20% from list.

To dealers in automobile and electrical supplies ---- 30% from list.

To jobbers in automobile and electrical supplied (such as E. S. B. Co. Lucien Wheatly, Canadian Fairbanks-Morse Co.), etc.,----- 40% from list.

All prices as before ---- f.o.b. Orange, N. J.

It is our opinion that the dealer is not an important factor and that in the automobile trade particularly where the bulk of our business will naturally be found, sales will be made for the most part by the jobber direct to the consumer.

To encourage the primary battery sales department in the work of interesting the electrical trade, we recommend that an accounting arrangement be made by Mr. Bokert, whereby a portion of their selling expense shall be assumed by the Electrical department. At the end of the fiscal year, equivalent to \$10.00 on each rectifier equipment they may sell. This is practically equal to the 40% selling expense computed by Mr. Redfearn in the cost of the rectifier, and, we think, is an equitable allowance.

Our recommendation is that no initial order requirement be insisted upon in connection with these new discounts, as experience has shown the utter futility of such a condition.

We feel very sure that this new scale of discounts will have the effect of stimulating sales and enable us to move our present stock, a very slow process under the present discounts, which, we would point out were made only for temporary use until we should have obtained a cost on the rectifier, and become better acquainted with sales conditions.

(signed) Nelson C. Durand.

Mr. Durand stated Mr. Redfearn had informed him that the same increased discount of 40% could also be allowed on the list price of the B-2 rectifier.

After discussion it was decided to recommend to the Vice President and General Manager that the discounts on both B-4 and B-2 rectifiers be changed as follow:

To Jobbers in Automobile and Electrical Supplies	-----	40%
To Dealers " " " "	-----	30%
To Private and Public Garages and other Individual Purchasers	-----	20%

It was also decided to approve Mr. Durand's recommendations as to the basis on which the rectifier should be handled by the primary battery department - Mr. Hudson agreeing thereto - viz: 40% discount with a yearly adjustment to take care of expenses, an allowance to be made at such adjustment equivalent to \$10 on each rectifier sold.

Mr. Maxwell inquired as to the progress being made with the rectifier with which Mr. Edison is experimenting. Mr. Durand replied that the reports on this are very encouraging, but the prospects of having the rectifier in commercial form are not sufficiently definite for us to make any selling plans in respect thereto.

Mr. Maxwell inquired how many of the present type of rectifier we now have on hand and in process. Mr. Langley stated that we have thirty-one B-4's with sixty in process, and twenty-one B-2's. We have the parts for 130 additional B-2's, but no work is being done on this type at present.

Mr. Maxwell inquired about the spark coils and the order which the primary battery department contemplated placing. Mr. Hudson stated that the Thorgarson Electrical Mfg. Co., Chicago, are claiming that this coil infringes their patent. It is our opinion that it does not, but it has been decided for the present not to push this coil but merely to fill the orders we now have and perhaps accumulate a stock a couple hundred. The Thorgarson people are requesting us to stop making the coil and asking for a division of profits on those which we have made and sold. The matter is now being investigated by the Legal Department.

Mr. Hudson called attention to inquiry for 30 volt fan motor for railroad sleeping cars. After discussion it was decided that the most prudent course for us to follow in the manufacture of motors would be to confine our efforts for the time being to motors which we ourselves could use.

Mr. Langley submitted a D. C. shaving machine motor which is adapted to use on the Kinetophone and will be submitted to that department.

Mr. Durand called attention to information which he has that the Victor people are buying resistances and motors in large quantities, presumably for their talking machines, and expressed

THOMAS A. EDISON, Incorporated

the belief that this is a field for small motors.

Mr. Durand called attention to the fact that some experiments are being conducted in the Laboratory with a motor driven Kinetoscope, and that he thinks one of our motors should be used. It was suggested that Mr. Durand take this matter up with Mr. Hutchison. Mr. Maxwell commented on the fact that most of the laws and regulations in this country in respect of the use of motion picture machines prohibit the use of motor driven apparatus.

Mr. Durand submitted the following memorandum:

random:

"The following cost on a 30 ampere, 30 volt regulator, revised by Mr. Redfearn to include the new type of reversing relay, which in all probability will eventually entirely supersede the solenoid switch, is submitted for your consideration:

House Lighting Controller
including charging panel
with Model 30 Weston Relay instead
of solenoid switch.

Works:

Material	\$9.80 plus	5% G. E.	\$.49	- - - - -	\$10.29
Labor	20.03 "	75% G. E.	15.03	- - - - -	35.06
					\$45.35
					4.54
					\$49.89

THOMAS A. EDISON, INC.

Supply:

-Rheostat	\$11.25	
Ammeter	6.00	
-Switch and Fuses	1.97	
#30 Relay	22.50	
-Res. Tube	.58	
		42.27

Packing - - - - - 1.75

Total cost Thomas A. Edison, Inc. - - - - - \$93.91

No selling expense or profit included. - - - - - 23.48

Add 25% for T. A. E., Inc. - - - - - \$117.39

(signed) Geo. B. Redfearn 5/1/13

It will be noted that the "dead"
or flat cost of the regulator to Thomas A. Edison,
Inc. is - - - - - \$93.91.

THOMAS A. EDISON, Incorporated

The previous dead cost (submitted at meeting of April 18th) was - - - - - \$76.97

The difference lies principally in the cost of the relay itself (\$22.50)

The present net price of this regulator (\$110 - 25%) is - - - - - \$82.50

It is evident that a revision of list prices on all types of regulators is now necessary since the new relay will be supplied from now on with regulators furnished for marine service, and will become standard for all types as soon as we can secure it at a more favorable price than is now possible, and since some margin must also be provided for probable expense of installation, service, etc., as well as for a reasonable profit for ourselves. In this connection we point out that there has been expense of service in the past and it is reasonable to assume that we shall be requisitioned to supply expert help from now on in proportion to the increasing sale of house lighting equipments.

We figure, therefore, that there should be a margin of about 25% for expenses and profit above the dead cost of regulators.

To effect this and provide for the prevailing discount of 25% (to E. S. B. Co. and Foreign Department) from list, it will be necessary to increase the list price of the 30 ampere 30 volt regulator, equipped with new relay, from \$110 to \$155, and of the same type equipped with solenoid switch, from \$110 to \$150, and the prices of the other sizes proportionately.

The following table will elucidate:

Dead Cost with Relay	\$85.91 plus 25%	-----	\$117.39
List selling price	\$155 minus 25%	-----	116.25
Dead cost with Solenoid	\$76.97 plus 25%	-----	96.21
List selling price	\$130 minus 25%	-----	97.50

The Sales Department recommends that such increase be authorized by the Committee and that notice of the advance, to take effect immediately, be sent to the E. S. B. Company and the Foreign Department, who handle the orders for house lighting equipment.

It is timely to remark that the Smith Meeker Company, who are purchasers of regulators through the E. S. B. Company, are familiar with our

intention to advance regulator prices because of this more expensive relay - in fact we have already made an arbitrary charge to cover relays supplied to them for use with equipments previously sold - so that the increase will not militate against the sale of the regulators.

Nelson C. Durand. "

After discussion it was decided to recommend to the Vice President and General Manager that the list price of the 30 ampere 30 volt regulator be increased from \$110 to \$155 when equipped with new relay, and from \$110 to \$130 when equipped with solenoid switch. Discount to remain as heretofore, viz: 25%.

Mr. Langley reported that the work on the universal shaving machine motor has been held up by the A. C. and D. C., but will shortly proceed again.

With reference to the electro-plating rectifier Mr. Langley reported that it is still being tested by the Hanson-Van Winckle Company. Mr. Durand stated that their last report was favorable and he expects another report within a few days.

With reference to the rectifier for telephone use Mr. Langley reported that a sample is being sent to the Western Electric Company today.

Mr. Leonard submitted a memorandum from Mr. Poyer stating that the Storage Battery Company is preparing itself to place a blanket order for regulators. It is desirable to notify them of the advance in price as soon as possible.

Mr. Leonard reported that the inquiries from the limited amount of rectifier advertising which we are doing in the two auto trade journals are continuing at the rate of four or five per day. The inquiries are being followed up and some sales are being effected.

Mr. Leonard submitted letter from Dayton Engineering Laboratories Company stating their satisfaction with and approval of our rectifier, and their intention to recommend it to motor car dealers.

Wm. Maxwell

Chairman.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Durand

Minutes of the 10th Meeting
of the
Electrical Department Committee
Held May 15, 1913
at 3:00 P. M.
In Mr. Durand's Office. *765*

Present: Messrs. Leonard, Langley, Durand. Messrs. Poyer and Pike also attended. Mr. Durand presided in Mr. Maxwell's absence. Mr. Redfearn was called into consultation. Mr. McChesney also absent. - also Mr. Stevens.

Mr. Durand reported assurance received from the Laboratory that satisfactory progress in the development of the new design of rectifier is being made.

Mr. Poyer stated that after consultation with Mr. Hutchison, it had been decided that the maximum capacity of regulator for House and Marine Lighting Equipment, for which orders will hereafter be taken, will be 45 amperes. The new regulator price lists will therefore be made up with this in mind. Mr. Poyer also advised that a blanket order of one hundred (100) regulators representing one year's requirements and to be delivered at the rate of two (2) per week has been decided upon by the Storage Battery, and this order will in all probability be placed by Monday, May 19th.

After Mr. Langley had pointed out that the Electrical Department has been working very closely and as economically as possible on regulator orders, it was recommended that he immediately look into his preparedness in the matter of tools, stock, etc. to handle this blanket order properly and present his requirements to the Factory Management with request for prompt action, where necessary.

Mr. Leonard pointed out that Mr. Hutchison wants to use the present cost of the regulator solenoid switch as a basis for "price shopping" on the volt meter relay, and Mr. Redfearn, who was called in, stated that the cost, including all labor in connection with mounting and testing, is \$6.31. This figure will be communicated to Mr. Hutchison for his information.

Mr. Langley reported that all parts of the A. C. shaving machine motor are ready for assembling and that a report on operation can be presented by next meeting. It is to be understood, however, that some minor changes may be necessary or advisable in design.

The question of dictating machine motor production during the summer months was brought up by Mr. Langley, and after a thorough discussion it was deemed the part of wisdom to continue on our present schedule, which is two hundred (200) per week of five (5) days (the Saturday half day being omitted) and

which enables us to accumulate a stock of fifty (50) motors per week over our present requirements. Such an accumulation is considered none too large to have on hand in order to anticipate the fall "rush".

Questioned as to the preparedness of the Electrical Department in the matter of equipment to increase production in the fall, Mr. Langley said that the present equipment does not permit of much, if any, increase. There will be urgent need of an additional lathe, among other things, and Mr. Langley was instructed to bring the necessities of his department to the attention of the Factory Management.

Here it was pointed out that necessity exists also for a "double-deck" on the testing table now in use in the assembling department, it holding only forty (40) machines while our average shipments are thirty(30) per day. This, Mr. Pike stated, has been called to Mr. Leeming's attention and assurance has been given that provision will be made.

Mr. Durand advised that Mr. Andrews of the E. S. E. Company has promised that future battery ads will carry a bottom "liner" referring to the rectifier.

Mr. Leonard submitted a letter from Hanson & Van Winckle of Newark in which they express themselves as being very well pleased with the results so far obtained in the test they are conducting with the $7\frac{1}{2}$ volt, $37\frac{1}{2}$ ampere rectifier in electroplating, but wish to continue the test to a further point before making any definite statement or prediction of its possibilities in that field. This trial test will be followed up closely, as will also that of the 30 volt, 3-5 ampere rectifier just installed with the Western Electric Company of New York, to discover its adaptability for telephone use.

Nelson C. Durand

Acting Chairman.

KFS

Copies to all committee members and to Messrs. Nelson, Wilson, Berggren, Eckert and Leeming.

Mr. Edison

Minutes of the 11th Meeting
of the
Electrical Department Committee
Held May 29, 1913
at 3:00 P. M.

In the Executive Committee Room.

Present: Messrs. Langley, Leonard, McChesney and Maxwell.
Absent: Messrs. Stevens and Durand.

Mr. Leonard reported that the Storage Battery Company has placed a blanket order for 100 regulators to cover one year's requirements, and to be taken as needed during the ensuing year. Mr. Maxwell inquired whether this order is placed at the new prices and Mr. Leonard stated that it is.

With reference to the A. C. shaving machine motor Mr. Langley stated that two are on test now. It is intended to complete the twelve on order and test all of them very thoroughly.

Mr. Langley stated that he had prepared and would submit to Mr. Leeming the forepart of next week a list of the additional equipment required to increase the dictating machine motor manufacturing capacity 50%. Mr. McChesney inquired what is the present capacity. Mr. Langley stated that the present capacity is forty per day and we are shipping about that number of dictating machines per day at the present time. Mr. Leonard is confident that the fall business will demand at least a 50% increase. Mr. Langley stated that the additional tools will also take care of the shaving machine motor business.

Mr. Langley reported that the universal shaving machine motor is now at the point where they are making another test on it to get a new form of steel.

Mr. Leonard reported that the rectifier advertising continues to pull at about the same rate as previously reported. He stated that the inquiries are being followed up more vigorously than in the past for the reason that the new discounts afford a better opportunity to push the sale of the rectifier. Mr. Maxwell inquired whether the new discounts have been announced to all of the trade and Mr. Leonard replied that this has been done in the United States, but he is holding back the announcement in Canada because the Canadian Fairbanks Company have several B-4 rectifiers on which they might make claim for rebate if the discounts were announced before they got rid of them. He therefore proposes to announce the increased discounts on the B-2 type in Canada before he announces it on the B-4.

Mr. Leonard stated that he is keeping in touch with the Hansen Van Winkle Company and the Western Electric Company but that they have not yet completed their tests.

Mr. Maxwell inquired what report the Kinetophone Department has made on the D. C. shaving machine motor. Mr. Langley stated that their first report had been that there was too much variation, but that Mr. Higham had just discovered that the trouble was not with the motor construction. Mr. Hutchison has requested that the motor be sent to him for testing and the decision will turn on his tests. Mr. Higham has told Mr. Langley that the motor is all right in every way and it is expected that the motor can be used for our Kinetophone Department.

Mr. Maxwell inquired what progress has been made by the Laboratory on the new type of rectifier. Mr. Langley stated that he has had no report this week but understood that satisfactory tests have been completed and that samples are being made up.

Wm. Maxwell

Chairman.

H.

opies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Mr. Stevens

Minutes of the 12th Meeting
of the
Electrical Department Committee
Held May 29, 1913
(postponed from May 12th)
at 2:00 P.M.
In Mr. Durand's Office.

W.G.

Present: Messrs. Langley, Leonard and Durand. Absent: Messrs. Maxwell, McChesney and Stevens.

On inquiry from Mr. Durand in regard to the D.C. shaving machine motor in connection with its adaptability for Kinetophone use, Mr. Langley stated that its electrical construction has been approved in the form of our shaving machine motor which is now being manufactured. Mr. Hutchison's detailed approval of this motor for Kinetophone use involves the giving of accurate dimensions for base and height (which is not electrical) and this will be done soon.

The A.C. shaving machine motor for shaving machine and Kinetophone use also, Mr. Langley stated is still in process of development, which depends upon detailed improvements necessary on the automatic switch.

Mr. Durand reported in connection with the rectifier that the most encouraging development so far, is the fact that the Western Electric Company has passed upon the 30 volt, 5 ampere special size made for use of the American Telephone & Telegraph Company. After several months' critical test their engineers have given their complete engineering approval. We have just submitted special prices on lots of 500 (one year's standing order).

Mr. Langley reported that the recent blanket order issued to cover one hundred regulators on standing order from the Edison Storage Battery Company has been changed to omit the five 12 volt, 16 ampere type because of the fact that a cheap regulation is being designed by the Battery people as a substitute for our automatic design. Mr. Leonard stated that he has informed Mr. Poyer that we shall not consider this size in laying out our production, but shall proceed on the assumption that later on we shall receive advice from the Battery Company to increase some of the other sizes on the order by five to bring it up to the stipulated one hundred.

Mr. Leonard stated that automobile and electrical jobbers have been acquainted with the recently revised scale of discounts and it was the opinion of the Committee that the more favorable discounts will loosen up things and move our present stock of machines.

Mr. Durand stated that a special discount of approximately 50 and 10% on rectifiers (only) will in all probability be conceded to Mr. Graf to enable him to get after European trade, and that this matter is in Mr. Wilson's hands at the present time for his position. The European discount on the rectifier panel will probably remain the same as in the United States - 40%.

Asked as to what activity has occurred in connection with anticipating fall production by increasing the dictating machine motor equipment, Mr. Langley stated that a list of the requisite additional equipment has been presented to Messrs. Leeming and Nicolai who are giving this matter their attention.

Nelson C. Durand

Acting Chairman.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Bokert and Leeming.

Mr. Durand

Minutes of the 14th Meeting
of the
Electrical Department Committee
Held July 12, 1913
(postponed from July 10, 1913)
at 9:00 A.M.
In Mr. Durand's Office.

Present: Messrs. Langley, Leonard and Durand/ Absent: Messrs.
Maxwell, McCheaney and Stevens.

The development of the Universal
shaving machine motor having approached a point where it be-
comes apparent that not only will its size be inconvenient but
its cost prohibitive, it was the sense of the Committee that we
should abandon the idea.

In connection with fall equipment
for dictating machine motor production, Mr. Langley reported
that one lathe has been installed in the Electrical Department
and assurance has been given by the factory management that
additional equipment is in hand. Some changes have also been
made in the Machine Assembly Department that will afford in-
creased space for assembling.

Mr. Langley reported that twelve
D. C. shaving machine motors have been finished and are being
delivered to stock, and directions for placing them in active
use will be given.

The development work on the A. C.
shaving machine motor is nearing completion. Twelve of these
motors will also be made and tested.

Mr. Durand stated that the Western
Electric Company have fully approved the special 30 volt, 3-5
ampere size for telephone use (adapted from our standard sizes),
and prices have been submitted on both. The prospect of their
handling all sizes is encouraging.

Nelson C. Durand

Acting Chairman.

Copies to all committee members and to
Messrs. Edison, Wilson, Berggren, Eckert and Leeming.

Edison General File Series

1913. Thomas A. Edison, Inc. - Accounts [not selected] (E-13-79)

This folder contains documents relating to the financial affairs of Thomas A. Edison, Inc. Included are periodic and preliminary financial statements and reports, instructions for journal entries, and similar documents.

**Edison General File Series
1913. Visitors (E-13-80)**

This folder contains correspondence with individuals planning to meet with Edison, arranging for others to meet him, or thanking Edison for a recent meeting. Among the correspondents for 1913 are financier and philanthropist Herbert Fleishhacker—one of several businessmen from California and the Pacific Northwest who were introduced to Edison by J. M. Hill. Other correspondents include German balneologist Paul Haertl and philanthropist George Foster Peabody.

Less than 10 percent of the documents have been selected. Requests for appointments that were declined by Edison and letters that received no reply have not been selected.

Do. 12. 11. 1913

1/16/13

Mr. Meadowcroft-

When I returned from lunch today

I learned that Mr. Edison wanted a
demonstration of Kinetophone between
12th and 3.

at 3 I went to Libram and Jim
introduced me to Dr. Dick of Chicago.
I asked if Mr. E. wanted him to see
Kinetophone and Jim said yes.

I took him down and demonstra-
ted Kinetophone. There were about
10 other people present. Seemed
to all be expecting to see Kinetophone.

Before end of demonstration I
turned your asking if there were not
some others besides Dr. Dick that
Mr. E. wanted to demonstrate to.
Jim replied negatively.

I thought had all the records
and films returned & sent out
except the two practice films
& records I use to instruct
the men

at about 4th I got word Mr. E.
was at Committee Room with a
man to whom he wanted to
show Kinetophone. When I got
there Itham & Eggleston
had shown "The Fracture".

Mr. Frohman was with Mr. E.

The next film was a mess.
They put on the film of one
"take" and the record of the
next "take". (3 films & records are
made at studio & each act &
less one selected.) Naturally
the film & record were taken
apart & would not synchronize.

I explained to Mr. E. that I
never got word that anyone
except Mr. Dick desired to
see the record.

He says he told Mr. Frohman
Frohman would be out today
between 3 & 4.

Misunderstanding all
around.

max

1/16/13

EXECUTIVE COMMITTEE
Mark M. Tarr

JOHN F. CLEGGING	FRANK P. DE LUCA	CHARLES L. KIRMAN
J. MC CALL	H. M. GUN	R. M. GUN
H. H. SCOTTY	ARTHUR WILLIAMS	
ALAN TAY	J. A. HEITING	
WM. G. BULLY	C. E. CHAMBERLAIN	
HERBERT A. WATSON	G. A. PRISK	
W. J. LINDH PRESIDENT CANADIAN ASSOCIATION		
H. H. CLARKE PRESIDENT MICHIGAN ASSOCIATION		
A. C. L. PRESIDENT GEORGIA ASSOCIATION		
A. L. DODD PRESIDENT IOWA INDUSTRIAL ASSOCIATION		
H. H. DODD PRESIDENT MISSOURI ASSOCIATION		
W. J. G. HAMBIN PRESIDENT NORTHWEST ASSOCIATION		
A. L. HOLDEN PRESIDENT NEBRASKA ASSOCIATION		
M. H. HUGHES PRESIDENT NEW HAMPSHIRE ASSOCIATION		
YAN HUBBEN PRESIDENT PRESIDENT PRESIDENT YAN ASSOCIATION		
A. T. HUGHES PRESIDENT NEW YORK ASSOCIATION		

20 WEST THIRTY-NINTH STREET
NEW YORK
TELEPHONE NUMBER
SUDD 3-1444

NEW YORK, January 30, 1913.

W. H. Meadowcroft, Esq.,
Edison Laboratory
Orange, N.J.

Dear Mr. Meadowcroft:-

I have yours of January 29th and beg to thank you for your wanted promptness in taking up the suggestion from Mr. Burnett and securing Mr. Edison's approval. This is very much appreciated. I am expecting Mr. Burnett here today or tomorrow from Baltimore and will ask him just how he wants the thing done. He is Chairman of the Commercial Section Publication Committee and I am letting him run his own job which he is quite competent to do and will. I think it will be a handsome little booklet and now with Mr. Edison's signature on it it will enjoy even greater circulation.

Thanks also with regard to Mr. Shattuck who will be delighted with the invitation. In case of its being agreeable he had asked me to lunch at his old home in Washington Square and I would not be surprised if he takes his wife along as she has the greatest desire to see the man, who, as the New York Times said yesterday editorially has "modified civilization."

With regards,

Yours truly,

Secretary.

Mr. Edison
They are
coming
out a
week from
tomorrow,
Saturday,
11th

0.70

Dutch -

Can you arrange
Mr. Edison to do same as we did

Mr. Bezel is going
to bring out ~~for Brown~~ ^{one} tomorrow
night about ^{Sept 12} 8 o'clock Mr. Headley
the President of the Interborough
Railroad and some more of that
Company's officials, and would like
them to have the same kind of
show you gave to Mr. Brown of
New York Central, including talking
pictures.

He says it made a great
impression on Mr. Brown.

W. H. Meadowcroft

Feb 5/13

LAZARD FRÈRES
TELEGRAPHIC ADDRESS
LAZARD, NEW YORK
LAZARD BROTHERS & CO.
LONDON
LAZARD FRÈRES & CIE.
PARIS

NEW YORK Feb. 28, 1913.

Wm. H. Meadowcroft, Esq.,
Secretary, Thomas A. Edison,
Orange, N.J.

Dear Mr. Meadowcroft:-

I beg to acknowledge receipt of your kind
favor of the 26th inst.

I regret exceedingly my inability to meet Mr. Edison during
my present brief stay in New York, as very pressing business takes up
all of my time.

I expect to spend some time in New York on my return from
Europe in July, and if it suits Mr. Edison's convenience, I will be
pleased to meet him at that time. I shall drop you a few lines
upon my return.

I am,

Very truly yours,

*Mr. Edison
This is J. M. Wells friend
J. M. Wells*

TELEPHONE, LEXOX 5126

CABLE ADDRESS: GEORGE S. RUNK, NEW YORK

GEORGE S. RUNK

YONKVILLE BANK BUILDING
THIRD AVE. AND 85TH ST.

NEW YORK March 12th, 1913.

Mr. Wm. H. Meadowcroft,
c/o Edison Laboratory,
Orange, N. J.

Dear Sir:-

I wish to thank you for your prompt answer of March 11th, stating that Mr. Edison will be glad to see Mr. Mueller over at the works, and in reply wish to say that Mr. Mueller is in Philadelphia at present and as soon as he returns, I will get in communication with him and telephone to you in advance of our coming.

Very truly yours,



GEORGE S. RUNK
YORKVILLE BANK BUILDING
THIRD AVE. AND 25TH STREET

NEW YORK March 31/13.

Mr. Wm. H. Meadowcroft,
c/o Edison Laboratory,
Orange, N. J.

Dear Sir:-

Mr. Mueller has informed me
to-day, that he would like to go over
to the Laboratory to-morrow afternoon
and barring unforeseen occurrences, I
will call there with him to-morrow,
(Tuesday) about three(3) o'clock *hope to find*
Mr. Edison
Thanking you in advance for

any attention shown us, I remain

Very truly yours,

Geo. S. Runk

RADNOR HIGH SCHOOL
WAYNE, PENN'A.

PRINCIPAL'S OFFICE

April 19, 1913.

Mr. Thomas Alva Edison,

West Orange, New Jersey

My dear Sir:

At the risk of your viewing my
request as an infringement upon your time,
I am writing you as to whether or not you
would grant me the honor of a brief personal
interview some time late in June, or early in
July, the exact date to be fixed later in
accordance with your convenience. Aside

from the pleasure which the honor of such an
interview would afford me, I believe that it
would help my work as a teacher, especially
along the lines of promoting industrial
education in which I am interested.

With thanks for any attention given my
request, I am,

Most respectfully yours,

Amos Chamberlain.
Principal.

AA 22

Mr. Edison
Say he can
come to
Radnor
High
School



Portland, Oregon,
April 26, 1913.

Mr. W. H. Meadowcroft,
C/o Thomas A. Edison,
Orange, New Jersey.

Dear Mr. Meadowcroft:

Please note the two letters which I am enclosing under cover to you, which I have written to Mr. Edison. Please understand that I am fully convinced that Mr. Samuel Hill is a man whom Edison will take great pleasure in meeting. He has been doing wonderful work and holds the very highest regard of the people on the Pacific Coast in all walks of life. His good roads work is known all over the world, and he is going on a trip abroad now to study road conditions with a view of continuing his work along practical lines on the Pacific Coast. He is a very wealthy man, a nephew of James J. Hill of the Great Northern, but extremely energetic, and has made a great success of the Independent telephone in Portland. I have informed him that rather than go out alone Mr. Edison will be glad to meet him with some friend.

Will you please see that he is shown as much of the Laboratory as possible during his short visit? But I am more anxious that Mr. Edison should have a chance to have a good talk with him.

Cranston, as I have written in the letter to Edison, is a real pioneer. He is one of those fellows who bore in until

W.H.M.--2.



G.J. RAUPMANN
Roadist

they absolutely gain their point. He is the kind of man whom Edison always looks for for important work. He holds a very high position with the General Electric Co. on the coast and has been very successful, and is a man of high character and some wealth.

Tell Edison that I expect to get back to New York about the 15th of May, but I do not believe I shall be there long. I shall have a great deal to say to him about possible battery development on the coast, and I think I can offer some fairly good advice to the Battery Company.

Will you say to Be that I trust he will hold up any definite arrangements which he may make for Pacific Coast territory until he sees me in May. I have information which will be of great value to him, and I think I can tell him who are the real enemies of the battery, not alone among competitors, but in Pacific Coast representatives of various electric vehicles. I had the fight of my life in Seattle, but won out completely.

With best regards to both you and Edison, not forgetting Billy, I am,

Yours very truly,

W.H.M.



G. J. KAUFMANN
CHAIRMAN
Portland, Oregon,
April 25, 1913.

*Write very well
Rec. them*

Mr. Thos. A. Edison,
Orange, New Jersey.

Dear Edison:

Mr. Samuel Hill, President of the Home Telephone Co., and of national reputation in the good roads work, will leave here in May for a trip to Europe. I am very anxious that you should meet Mr. Hill, and have asked him if he could not arrange his affairs while in New York to go out to the laboratory. He informed me that he would be only too delighted to do so, as he of course would like very much to meet you, but he feared he might encroach too much on your valuable time, and did not want to intrude.

I have assured him, however, that you would be glad to see him. You probably have heard something of the fight which he has been putting up out here in the telephone business. He has certainly put up a good one, and I want to say that the Independent service in this city is the best I have ever seen, and I am quite sure you will be glad to hear something about it if Mr. Hill is willing to talk on that subject.

I am enclosing some post-cards which show some of the good road work which he has actually done and practically financed himself. All this will be very interesting to you.

Mr. Hill will stop at the University Club while in



G. J. KAUFFMANN
Attorney

New York and a letter will reach him at that place, Box 13. He expects to arrive there about May 28th. Will you therefore ask Mr. Meadowcroft to write him so that they can get in touch with each other and arrange for his coming out to the Laboratory when it will be perfectly convenient for you. He has only a very short time in New York, before he sails, and I should like to have him meet you before he goes to Europe, if possible.

Yours very truly,



G. J. KAUFFMANN
Manager

Portland, Oregon,
April 25, 1913.

Mr. Thos. A. Edison,
Orange, New Jersey.

Dear Edison:

Mr. J. A. Cranston, District Manager of the General Electric Company for the Pacific Northwest, and located in this city, is about to make a trip East and will be in New York about May 20th. He will stop at the Knickerbocker Hotel.

Mr. Cranston is the real pioneer of the electric development in this territory, having started originally with the old Northwest Thomson-Houston Company about 1889. He has been a friend of mine for all these years, and naturally, living through so many years of wonderful development, has gone through experiences such as I know are extremely interesting to you. I am very anxious for you to meet Mr. Cranston, and have asked him to so arrange his stay in New York that he can go out to the Laboratory.

Will Mr. Meadowcroft please write him at the Knickerbocker Hotel so that they can get together by telephone upon his arrival there.

With best regards, I am,

Yours very truly,

Amelia

M.B. Church, care of
Spear, Middleton, Donaldson & Spear
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WASHINGTON, D. C.

June 6 -1913

Thos. A. Edison,

Orange N.J.

Dear Mr Edison:-

MEADOWS OPT.

This is to ask if I may have the pleasure
of another interview - one day next week would be right for
me. I would run over from here about next Wednesday.

I would phone over to Mr Miller ahead of the
hour, as I would expect that something might come up to make
at any hour hear if set for
it inconvenient, me at any time fixed a head.

Very truly yours,

W. B. Church

ENC-OB.

of Couple-gear Co.

D¹⁷

Say come anytime

just got this 16th

**Metallurgical
Chemical
Engineering**

239 W. 39th STREET
NEW YORK

EDITORIAL OFFICE
E. F. ROEGER, Ph.D., EDITOR
H. C. PARMELEE, WESTERN EDITOR

June 20, 1913.

Mr. Thos. A. Edison,
West Orange, N.J.

Dear Mr. Edison,

This will introduce to you

Mr. Pedro P. Calvo, of the Republic of Columbia,
and a member of the American Electrochemical
Society, who would greatly appreciate the courtesy
of an interview. Mr. Calvo is a great admirer
of your work, and himself a very interesting man.

Yours very truly,

EFR:L.

E. F. Roeger

BROWN UNIVERSITY
PROVIDENCE, RHODE ISLAND

MEADOW CROFT
Say. Heavens
Battery when
Let's say time
June 28, 1894
Mr. Edison

Mr. H. H. Hutchinson,
Edison Laboratory,
Orange, N. J.

Dear Sir:-

Just now I have been in communication with the Providence Public Service Engineer, Mr. Robert L. Brunet, asking him as to what were the possibilities of my being allowed to visit something of the Laboratory or the Storage Battery works. He has advised me to correspond with you, as being the one in direct supervision of the entire plant.

Not knowing how restricted or generous are the permissions of this nature, I can find out only by enquiry, but from having been engaged in electrical work all my life, I cannot but have the ambition to be allowed to see such of the collections and inventions as may be available to the public or to those interested in the art.

I first saw Edison's apparatus in "Mechanics" Fair, in Boston, in the early '80s, while I was a high school student, but after leaving college in 1888, having graduated from this institution, I at once entered the employ of the Thomson-Houston Company, in Lynn, entering the drafting room. Mr. Roarer was the first man I met, and he has been a kind friend to me ever since. After six months I was made assistant foreman of the room, and had personal dealings with Mr. Rice, more directly with Mr. Roarer, and occasionally for Professor Thomson himself. It was my fortune to make the drawings for an alternating current motor that he exhibited in Paris in 1889. Early in 1894 I was transferred, along with the rest of the engineering force, to Somersville, but in 1895 I was offered an opportunity to see what I could do towards working up a department in electrical engineering in Brown University. I am still "on the job."

My immediate reason for seeing the press now is that my assistant for the past five years and his father will be taking me on an automobile tour, in July,

BROWN UNIVERSITY
PROVIDENCE, RHODE ISLAND

that lies through Orange. They have taken ^{on} a good many trips that involve
visitations. . . of an engineering nature, and such means of transporta-
tion offer unexcelled opportunities for seeing the things in which we are in-
terested. A fourth man, - a real estate agent, completes the party, but per-
haps you offer as many privileges to the party as to any one.

The construction of the storage batteries is pretty interesting to me,
and also, of quite a different character, - the operation of the cement plant.
I wonder if it is permitted for visitors to see anything of these places.

Please do not interpret this long letter as teasing for an invitation,
but I should chide myself if by not asking I missed this long hoped-for vis-
it.

Very sincerely yours,

A. E. Marten

(Asst. Prof. of Physics, in
charge of elec. eng.)

TELEPHONE 1148 BRYANT

CABLE ADDRESS: METOPERA, NEW YORK

METROPOLITAN OPERA COMPANY

METROPOLITAN OPERA HOUSE

NEW YORK

New York, July 19th 1912

Mr. W. H. Meadowcroft,
Orange, N. J.
Dear Sir:

Answering Mr. Edison's
invitation kindly take notice
that I will be in Orange
on Tuesday, July 22nd, at
about 4 p. m., if convenient.
I suppose you do not object
if I bring my friend, Mr.
Schlegel, along.

Very truly yours
H. Morganster

WALTER F. PHILLIPS
President

PATRICK B. DELANY
Consulting Physicist

JOSEPH W. LARISH
Engineer in Chief

WILLIAM H. ALLEN
Secretary-Treasurer

American Society of Electrical and Mechanical Experts

Room 3707, Westenth Building, New York

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and KENNETH PAGE, COOPER and HAYWARD

Bridgeport, Conn., August 2/13.

Mr. H. P. Miller,
Secretary to Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:

Mr. Phillips wrote a note to Mr. Edison, in my behalf recently, and much to my surprise, as he has always been very kind and gracious to me in the past I have heard nothing from Mr. Edison in response. Since I have no wish to bore him about my own personal affairs and assume that he would not object to a chat in relation to old time telegraph matters I think I'll journey out to Orange some time when the chances are that I can find him at home, if you will advise me as to the time when I will have the best opportunity to see our old friend who has grown so great since he and I and Phillips were comrades of the wire.

Mr. Phillips has shown me your letter of August 9, 1911 and though, owing chiefly to his advanced age, he does not travel about much and is not likely to visit Orange in the near future, he asks to be remembered to you and requests me to say that he has some telegraph records that he feels sure will entertain Mr. Edison and he has commissioned me to take some of them with me, when I go, as a present to the man whom he so much admires.

Very truly yours,

William H. Allen

Day, I would like to see him 1915 to see him any time. I have some telegraph records I will take with me

WALTER P. PHILLIPS
President

PATRICK R. DELANY
Consulting Physicist

JOSEPH W. LARISH
Engineer in Chief

WILLIAM H. ALLEN
Secretary-Treasurer

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26 688 Park Avenue.

Bridgeport, Conn.

August 7/13.

Mr. Wm. H. Meadowcroft,
Orange, N. J.

My dear Sir: - your kind favor of the 6th duly received. It will be convenient for me to visit the Laboratory any day next week at any hour you may name, if you will designate the time, and to talk with Mr. Edison as long as his time will permit. The chief object of my visit at this time - as noted in a former letter is to ask that he will kindly communicate with his people in Boston, with a view of an assignment to that city, if a way can be found to place one. Reference to the former letter will give the particulars.

Will you please drop me a
line to the above address and greatly
oblige.

Yours very truly,

J. N. Allen.

WESTERN UNION

Form 1954

WESTERN UNION
N. Y. C. 17

TELEPHONE No. *908-133*

TELEGRAM

TELEPHONED TO *W. H. M.*
BY *W. H. M.* AT *2:00 P.*

THEO. N. VAIL, PRESIDENT

RECEIVED AT Orange N. J.

AUG 11 1913.

48 NY WH 10

BRIDGEPORT CONN 11

WILLIAM H MEADOWCROFT
CARE THOMAS AEDISON *the Laboratory*

HOPE TO ARRIVE FIRST TRAIN AFTERTWELVE NOON TUESDAY THANKS.

W H ALLEN 217 P

BROWN UNIVERSITY
PROVIDENCE, RHODE ISLAND

August 18, 1913.

Mr. Wm. Meadowcroft,
The Edison Laboratory,
Orange, N. J.

A¹⁸

Dear Sir:-

It was not my intention to neglect availing myself of the very kind and liberal permission you extended in the letter of July 2 to visit the Laboratory and Battery Works. I looked forward to the visit with anticipation at the honor you proffered.

Although I passed through your part of the state, in the manner I expected, the plans erred by one day, and we were near Orange on Saturday afternoon and Sunday. I was not the manager of the trip, only a guest, so I could not suggest alterations.

As your note stated that I could come "at any time," I hope an opportunity will present itself in the near future. Certainly the offer is worthy of a special planning.

Very gratefully yours,

Prof. A. E. Watson

(Asst. Prof. of Physics)

WALTER P. PHILLIPS
President

PATRICK B. DELANY
Consulting Physicist

JOSEPH W. LARISH
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7th 688 Park Avenue

Bridgeport, Conn., Aug. 22/13

Mr. Wm. H. Mcclowsoff
Orange N.J.

Dear Mr. Mcclowsoff:-

I want to thank you most sincerely for your kind permission to use your name with Mr. Campbell, who treated me most cordially, and was so good as to take my case in hand at once. It occurred to him that I could best serve in the Selling Dept and sent me to Mr. Fetting of that Dept, who told me that later on they contemplated opening some Branches, and that he thought I would be just the man for a position of that sort. This was exceedingly gratifying - and I owe it all to you. With renewed thanks,

Yours most truly,
W. H. Allen

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OTHER UNFORESEEN CIRCUMSTANCES.



Deptford.

MEADOWCROFT *London, S.E.*

18th September 1913.

T. A. Edison Esq.,
Messrs The Edison Storage Battery Co.,
Orange,
New Jersey. U.S.A.

Dear Sir,

Just a line to let you know that I am paying
another visit to America within the next ten days and hope to
take an early opportunity, soon after my arrival in New York,
of calling to see you. I will, of course, give you twenty
four hours notice of my anticipated visit.

Hoping you are keeping well and with kind regards,

I am, Dear Sir,
Yours faithfully,

Mr. Miller!
This gentleman is I am,
all right Mr. Edison will
want to see him -
W. H. Meadows
Sept 29/13
A. H. Darke

BOREDOM FLEES FROM EDISON WHEN A DOG IS HIS VISITOR.

Ill Inventor Not Much Interested
When Jasper First Appears,
but Soon He Gets
Up and Walks.

NEIGHBORS ARE CALLED IN
TO SEE THE "THINKING" DOG.

Inventor's Wife Would Have
Him Stay, but He Politely
Barks Goodby.



MR. THOMAS A. EDISON



"JASPER"

Thomas A. Edison, the inventor, who came home from New England in a cold a week ago, was sufficiently recovered yesterday to receive a distinguished caller. This was Jasper, the "thinking" English terrier dog who, with his instructor and friend, Elsie Taylor of Richmond, Va., has had audiences with many prominent persons.

Mr. Edison caught a cold during a motoring trip, and it was accompanied by a little indisposition; he is staying indoors at his home in Llewellyn Park, West Orange. As Mrs. Edison said, he "is meeting and doing very well, and will soon be down at the laboratory at work again."

He was in his library on the second floor yesterday afternoon lying down on a couch when Jasper arrived. He sat up on the couch without much enthusiasm when Jasper readily walked in and shook hands.

When Mr. Taylor called attention to the fact that Jasper had left the door open and the dog trotted over to close it, the inventor took a decided interest. Holding up a piece of paper Mr. Taylor handed it over and asked Jasper to put it in the waste basket. The dog did never been in the room before, but he took the paper in his mouth, glanced about until he had located the basket and dropped the paper in. There was a

long mirror in the room. When told to look at himself Jasper ran over, put his paws against the glass and stared at himself critically.

Mr. Edison now walked about, studying the dog.

Jasper obeyed when told to go to a table and close a drawer, strike a letter on a typewriter and go to a corner and knock over a book.

"My eye!" exclaimed Mr. Edison, putting him on the back at which Jasper looked pleased and embarrassed. "It is his characteristic."

Mr. Taylor explained that Jasper was only three years old and had been trained by migration to do these things since he was six months old and that scientists had figured out that he had a thinking vocabulary in English of over 300 words.

For half an hour Jasper performed tasks of apparent understanding for Mr. Edison. Then Mrs. Edison tele-

phoned to some of her neighbors to come over. A party of fifteen or so quickly gathered and an adjournment was taken to the large parlor on the first floor.

Mr. Taylor, seeing an automobile outside, said "Jasper, go out in the driveway from the front seat of the automobile and put your hands upon the steering wheel and look the way the chauffeur directs."

Jasper did it.

He went into the billiard room at command, happened on the table, took a ball in his mouth and carried it to the referee, went into the music room alone, found the piano and struck the keys; danced a waltz on his hind legs when Miss Mandelstein played; and did other remarkable things.

"What the most delightful dog!" said Mrs. Edison. "Don't you want to leave him here?"

Jasper apparently didn't want to be left, for he trotted around and snatched by talking at each guest, and thus departed for the lawn, where he posed his picture with Mrs. Edison, Miss Mandelstein and the guests.

no
ans

Sept 18 AD 1919
Dear Mrs & Miss
I duly read your invitation - but
the date is lacking, would it be con-
venient were I to appear on Friday?
I have been long deferring my 3d coming
in hope of then coming beamingly groomed -
and assured that pardons would not apt
again be sent away, when one can
meet at par I shall see that you see
we could just have met earlier,
Sincerely,
at 44 S High St. Fredrick Stuart

At the Laboratory office.
West Orange -
Sept. 23rd.

Dear Mr. Edison:

Since I saw
you several years ago,
I have been out to the
Laboratory's two or three
times, but, as now,
have been unfortunate
in that you were
away. My sister,
who was ill when I
saw you, died three
years later. I have
continued with my
writing. (I wonder if you
have seen any of it)

If you will permit me,
I should like to come
out to the Laboratory
any day you may tell

me that I may. Will
you make an appoint-
ment when I may see
you? I am glad you
are well again as
the papers said you
had not been.

Hoping that you
will let me come out
either this week or
next, I am

Very Respectfully,

Myra Herin

Hotel Endicott,
New York City,
New York.

81st St. & Columbus Ave..

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IN REPLY REFER TO

Henry Souther

SAN FRANCISCO, CAL.
444 MARKET ST.

Oct. 16, 1913.

Ans 1913
The Laboratory of Thomas A. Edison,
Orange, N. J.

Dear Sir:-

The writer is planning to visit your laboratory
next Tuesday afternoon, October 21st. Will 3 o'clock or
thereabouts be acceptable? Please advise.

Yours very truly,

Henry Souther
Vice President.

HS-S

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SECRETARY



STATE OF NEW YORK
STATE RESERVATION COMMISSION
AT
SARATOGA SPRINGS

CHARLES C. LESTER,
COUNSEL
ALBERT WARREN FERRIS, M.D.,
MEDICAL EXPERT
FREDERICK EDWARDS, C.E.,
ENGINEER

November 19th, 1913.

Thomas A. Edison, Esq.,
Llewellyn Park, N. J.

Dear Mr. Edison:-

It is some years since I have seen you and I send greetings with congratulations that you are again so well restored to health and strength. I confess it rather stirs me to think that you still insist on working at your old rate, although it may not perhaps be so prudent.

I write you especially now with reference to the possibility of your receiving the brilliant young German scientist who has come to this country at the invitation of the State of New York through this Commission. I find his one special desire is that he may see you, and if possible your laboratory, before he returns to Bad Kissingen where he is located in charge of the Chemical and Bacteriological Laboratory and in control of the great springs and bath properties there belonging to the Royal Bavarian Government. He has made some important and valuable, although quite simple, inventions for a more effective utilisation of the mineral waters, and he will I am sure prove to be of attractive interest even to you. He is Doctor Paul Haertl, Ph.D. of the University of Munich, and will be here perhaps a week longer, hoping to spend two or three days in New York City before sailing. He is especially desirous of paying his respects to you if that shall be agreeable. Will you kindly let me know at your early convenience whether it will be possible for you to receive Dr. Haertl if he shall call when in New York at the end of the month. I am very sorry it will not be possible for me to go to the City with him and give myself the pleasure of escorting him to you and again greeting you. I am sending you a copy of the report of this Commission which, if you have the time, may give you a clearer idea of what we are doing.

I am

Very respectfully yours,

George Totten Reade

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CHARLES C. LESTER
COUNSEL
ALBERT WARREN FERRIS, M.D.
MEDICAL EXPERT
FREDERICK EDWARDS, C.E.
ENGINEER

STATE OF NEW YORK
STATE RESERVATION COMMISSION
AT
SARATOGA SPRINGS November 24th, 1913.

William H. Meadowcroft, Esq.
The Edison Laboratory
Orange, New Jersey.

10/27

Dear Sir:

Mr. George Foster Peabody directs me to thank you for the kind courtesy of your letter of November 22nd, advising that Mr. Edison has graciously consented to have Doctor Paul Haertl, director of the Royal Bavarian Government's chemical and balneological laboratory at Bad Kissingen, call upon him. Doctor Haertl will leave for New York Friday morning, and he can call at the Laboratory of Mr. Edison either on Saturday or on Monday; in fact he could call on Sunday morning if that would be any more convenient, if you will be good enough to so advise Mr. Peabody.

With appreciation for your attention in this matter,

I beg to remain,

Very respectfully yours,

*Mr. Edison
I feel him to
come Monday
Meadowcroft*

Irving G. Rouillard
Secretary.

CHEMISCH-BALNEOLOGISCHES
STAATSLABORATORIUM
DES
K. B. MINERALBADES
KISSINGEN
TELEPHON: 86
TELEGRAPH: STAATSLABORATORIUM

Saratoga Springs N. Y.
24th November
MEADOW CREEK

My dear Mr. Edison,

Many thanks for your kind
invitation to visit you on Monday at your laboratory
which invitation has been extended to me through the
kindness of Mr. Peabody. This is a great honor
for the Royal Government of Bavaria, which has sent
me as balneological state-expert to Saratoga Springs
to aid it in restoring the most valuable springs.

For me personally this visit means the fulfillment
of a dear wish.

Yours very truly
F. Paul HARTKE.

Mr. Thomas A. Edison
Llewellyn Park
New Jersey.

P. B. SHAW
WILLIAMSPORT PA.

December 15, 1913.

W. B. Shaw
12/15/13
Mr. Wm. H. Meadowcroft,
Edison Laboratories,

Orange, N.J.

Dear Mr. Meadowcroft:

On my return to my office, after an absence of a week, I find your letter of the 8th, with enclosure as stated, for which I thank you very much. You certainly interpreted correctly how I would appreciate this memorandum.

Noting the memorandum made by Mr. Edison: Please say to him that next I am in New York, I shall try to arrange to run out and see him. I believe I was right in my conclusions and I am looking for a break any day. Of course, the holiday season will get in the road some, but I happen to know something of the conditions, particularly with the railroads - they have got to let loose about one hundred million dollars of orders to the iron and steel trade very soon, and when it comes I look for a good, strong, hearty, healthy condition for a long period.

Perhaps I am wrong; I have been wrong once or twice in my life, and not being a prophet or the son of a prophet I may be venturing in dangerous territory. Still, let us wait and see.

Again thanking you and wishing you a merry Christmas and a happy New Year, I am,

Very truly yours,

P. B. Shaw

**Edison General File Series
1913. Warren County Warehouse Company (E-13-81)**

This folder contains documents pertaining to the Warren County Warehouse Co., a subsidiary of the Edison Portland Cement Co. There are only two documents for 1913. The selected item is a carbon copy of the minutes of the annual stockholders meeting. The unselected document is an announcement of the meeting.

Minutes of the Annual Meeting of the Stockholders of the Warren County Sawhouse Company, held at the Principal Office of the Company, New Village, New Jersey, on the Thirteenth Day of May 1918, at two thirty o'clock in the afternoon.

-000-

The meeting was called to order by Mr. William H. Shelburne who was on motion unanimously chosen as Chairman and Mr. William L. Crane was chosen as Secretary of the meeting.

The Stockholders representing more than two thirds in interest of the stock of the company issued and outstanding were present in person or represented by proxies. The proxies present were ordered to be filed with the Secretary of the meeting.

The Secretary presented and read a copy of the notice of the Meeting which had been mailed to each stockholder of the Company as required by the By-Laws.

The reading of the minutes of the preceding meeting was dispensed with on motion of Messrs. Marion Page and Theron L. Crane.

Messrs. H. E. Beithin and Edwin A. Bieker were appointed inspectors of Election and Treasurer duly sworn (neither of them being candidates for the office of Treasurer).

The following Directors were placed in nomination on motion of Messrs. Harry E. Miller and Walter S. Hallery.

Theron L. Crane
Thomas A. Linton
Herman E. Bieker
Walter S. Hallery
William L. Mason
E. Clarence Miller
Marion Page
William H. Shelburne
Thomas M. Thompson
J. Linton Thompson

and on motion duly made by Mr. H. E. Bieker, seconded by Mr. J. Linton Thompson, nominations were closed. In accordance with the By-Laws the balls were declared open by the Chairman and the Stockholders were requested to prepare their ballots and deliver them to the Inspectors of Election.

The balls were declared open and all the votes of the stockholders having been cast the balls were declared closed. The inspectors presenting a report in writing showing the following gentlemen, stockholders of the Company, had received the unanimous vote of all the stockholders.

Theron L. Crane
Thomas A. Linton
Herman E. Bieker
Walter S. Hallery
William L. Mason
E. Clarence Miller
Marion Page
William H. Shelburne
Thomas M. Thompson
J. Linton Thompson

The Chairman thereupon declared the above Directors duly elected.

There being no further business on motion of Messrs. Marian Sage and Harry D. Miller, the meeting was adjourned.

Secretary.

**Edison General File Series
1913. West Orange Laboratory (E-13-82)**

This folder contains correspondence and other documents relating to operations at the West Orange laboratory. Included are notes, memoranda, and interoffice communications by Edison, personal assistant William H. Meadowcroft, chief engineer Miller Reese Hutchison, employees Jerry T. Chesler and Zach P. Halpin, and other members of the technical and experimental staff. Among the documents for 1913 are items pertaining to experimental work on rectifiers, phonographs, motion pictures, and storage batteries. There are also references to the formation of a manufacturing committee and to the acoustic properties of the music room and Edison's library. An incomplete series of weekly test room reports by Halpin, covering the period March-September, appears at the end of the folder.

Approximately 60 percent of the documents have been selected. The material not selected relates to billing, shipments, and other routine matters.

TEL-JOHN 4887

BLEACH-HIGH TEST
CAUSTIC SODA-789

HOOVER ELECTROCHEMICAL COMPANY
40 WALL STREET
NEW YORK

MEADOW CROFT.

January 10 1913

Thos A Edison - Laboratory
Orange
N J

Dear Sir

We have had up with you the subject of
chlorine gas and Caustic Soda with a view to
your introducing our cell at your works and sub-
mitted a proposition, from which we have heard
nothing.

Kindly advise if the matter is of any
interest to you. The writer although he has
seen Mr Edison many times on the subject, never
has come to any final decision one way or the
other.

Should be pleased to hear from you.

Very truly yours

HOOVER ELECTROCHEMICAL COMPANY

JOS/MHB

Per

*Say anything
My Chlorine from
Meadowcroft alkali
works no alkali
that makes
Soda no longer
attractive*

Handwritten:
 Note sent page
 Jan. 10, 1914

Mr. Edison:-

At the time Gall took charge of the Home P. K. plant, he anticipated placing Lyman in charge of the photographic end of the plant. Delay in getting a substitute for Lyman together with the necessity of breaking the man in after Lyman secured him, consumed so much time that Mr. Gall had to do without him. The importance of the work in the Dark Room of the Laboratory rendered it impossible to do any differently.

Since that time the amount of work sent up from Incorporated - we do practically all the photographic work for the entire organization now - has been so great that it has kept Lyman and his new man together with a helper busy from morning to night turning it out.

As an example of the saving effected however, I take this week's statement of work done and what this work would have cost us had we gotten it done by an outside commercial concern at ordinary prices charged for such service.*

Cost for having it done outside:

56 8X10 negatives at \$2.50 -----	\$140.00
312 8X10 prints on muslin at 30 cents -----	93.60
4 lantern slides at 40 cents -----	1.60
4 4X5 negatives at 25 cents -----	1.00
58 14X17 enlargements at \$1.00 -----	58.00
50 12X24 enlargements at \$1.30 -----	65.00
Blocking out 4 negatives at \$1.00 -----	4.00
Total -----	\$363.20

Cost to us in Laboratory Photograph Department

Cost for plates ----- \$ 13.54

** I refer to concerns that do this kind of work for years that have no plate department.*

Cost for paper -----	\$7.90
Cost of Bromide paper -----	10.00
Cost of lantern slide plates -----	20
Total -----	<u>\$31.84</u>
Adding Chemicals, Overhead, etc. 33-1/3% ----	\$21.00
Labor -----	<u>48.00</u>
Total -----	<u>\$98.84</u>

The above shows a saving to us by doing it ourselves of \$264.46.

When Lyman was told he would go below, it was on the basis of having his salary raised from \$20.00 per week to \$25.00 per week. His services are needed here to such extent that I cannot spare him to go below, and Gall does not need him, as he has another man named Halibome who is performing satisfactorily. I would like to give Lyman the promised raise of \$25.00 per week if this meets with your approval. He is a good man and does good work.

Hutch

OK tag

Mr Edison:

Nicolaï has a great deal of accurate work to do in his Dept.

Most of the lathes on that floor are past the accurate work time of life.

It needs a new 20 inch lathe which will cost \$670.⁰⁰

During John A's time the Laboratory borrowed a lathe from Phonoworks, placed in Lulu's room. The Phonoworks took it back a short while ago. Lulu is therefore short a 12" lathe, which will cost \$347.⁰⁰

Shall I order?

1/15/13

max

Mr Edison-

~~Confidential~~

A few days ago I timed two men, who waited 3 minutes, on 4th floor of executive Building, for the elevator to take them to the 3rd floor. The stairway is right by the elevator.

yes tag

An awful lot of time is wasted all through the organization, in waiting for elevators. A slight delay is excusable when a man is to go up stairs in several flights, but the man who is too lazy to walk down stairs one or two flights isn't worth his pay.

I am going to prohibit the use of Laboratory elevator in going down stairs unless the man has a load to carry. Don't you think it a good scheme to make such a rule standard throughout the organization?

MEX

1/16/13.

Madison-

I have got to go to
Ithaca N.Y. tonight to
deliver a lecture on
Strong's Battle to the
Cornell University
Students and Faculty
Tuesday. Back
Wednesday
Hutch

1/20/13.

Mr Edison:

The acoustic properties
of the Library are far superior
to the music room. The
phonograph sounds 50% better
in Library than in music room

There will be 40 people
out in the party tonight

Inasmuch as we have
3 or 4 school films and
only $1\frac{1}{4}$ hours of time,
would it not be better to
take the 8 or 10 records you
will play, to the library,
rather than cart 30 chairs
to the music room?

Hutch

2/6/13.

OK - put it in library
get Eric to show plans

make out list of 10 Records
Let me see them

Mr. Berggren

Mr. Miller
This arrangement
also covers the Laboratory
As if you will advise,
Your name there will
be no trouble
E. Berggren

Feb. 20, 1913

All Foremen:

Please note that we have made arrangements with St. Mary's Hospital to take care of all cases needing treatment on account of accident to the eyes, and therefore desire all of our employees who need treatment on account of such accidents, to go to that hospital.

In addition to this, we have also made arrangements with St. Mary's Hospital to take care of other accident cases, in the event of an employee preferring to go there instead of to the Orange Memorial Hospital. The employees also have the choice of either hospital, except on eye cases.

It is distinctly understood between the hospitals and ourselves, however, that no employee will be treated at our expense without having an identification card when entering the hospital, which card will be furnished to the employee upon application at the Works garage.

Please direct the attention of the employees in your departments to the fact that inasmuch as we have provided for medical or surgical attention to our injured at the hospitals mentioned, giving them the option of either hospital that they wish to go to, we will not be responsible for any expense incurred by an employee hiring his own doctor.

The law on this point, reads as follows:

"During the first two weeks after the injury the employer shall furnish reasonable medical and hospital service and medicines as and when needed, not to exceed \$100.00 in value, unless the employee refuses to allow them to be furnished by the employer."

H. T. Leeming

Return to Gammon
Sent to all foremen

2/25/13

Mr Edison - In reference to the Rogers matter.
Monday morning Muddock called up,
explained that he & Kennedy had dis-
agreed, and asked quick action regarding
a man to take his place, as a great
deal of money was at stake in the
matter.

Thompson brought over the man from
Safety Car Heating Co. to see me.

I hurried over to Muddock's office
and got the straight of the situation, at
lunch with Muddock.

Chased back to Laboratory and
in consultation with Rogers he said he
would like the job. I had no other
man of proper qualifications.

You were away for the day.

I remembered you said once you
wanted a man who as chief engineer
who would act on his own initiative
without bothering you much.

Unaware of your plans concerning
Rogers I assigned him to the job,
told the Safety Car Heating man,
advised Muddock Rogers would show up
Monday for backing in by Kennedy
and, as far as Safety Car Heating is
concerned, cleared the matter up.

Kennedy has done very well on
the job, but Murdoch gets on his
back and directs ~~the~~ Kennedy's
more contrary & plans as outlined.
Kennedy put up with it until
Murdoch mixed things up on a
job and then he picked.
Kennedy is too polite for that
Theater vehicle.

Rogers is a scrapper and
will be friction with Murdoch.
The jobs will go much better as a
consequence. He will also
handle Waddell properly.

Kennedy has been averaging
4 hours a night sleep since he
started on that job and his
men all speak very highly of
him.

I think it very important
to have all the theaters equipped
properly. It will mean a lot
as far as the success of the
enterprise is concerned.

Will hereafter consult you before
making any change of consequence
Hutch.

*ENC
Noted
+ Attached to
3/4/13
HALL*

February 28, 1913.

Mess. H. Miller & Hutchinson,
Laboratory

Regarding our interview of yesterday wherein we went over the various experimental orders which you are working on at the Laboratory, it was decided that the following orders would be closed and not renewed:-

THOMAS A. EDISON, INC.

- | | | |
|--------------------------------|-----|---|
| <i>renewed</i> | #31 | To cover telephone attachment for business phonograph. |
| ✓ | #48 | Labor and material to design and build special machines and appliances to be used as parts of plant equipment for manufacture of electric motors. |
| ✓ | #51 | Labor and material for building four printing machines for Home Model P.K. film together with film tacks for same. |
| ✓ | #52 | Labor and material to design and build two perforating machines for Home Model P.K. film. |
| ✓ | #53 | Labor and material to build four recording machines for Disc records. These to be of the sliding disc type the same as machine delivered to Mr. Miller. |
| ✓ | #56 | Labor and Material to design and build metal cabinet for shaving machine. |
| ✓ | #59 | One special copying camera and equipment for lantern slide negatives Home P.K. outfit. |
| ✓ | #60 | Positive printing machine and equipment for lantern slide Home P.K. outfit. |
| ✓ | #63 | Labor and material to design and build motor equipment for Motorette vehicle. In accordance with Mr. Edison's instructions. |
| ✓ | #64 | Labor and material to design and build motor attachment for lawn mower. |
| ✓ | #67 | Labor and material to build six size B-4 four unit rectifiers, same being commercial samples for ignition battery charging. |
| ✓ | #69 | Labor and material to build six models of type DT size #1 motor. |
| ✓ | #70 | Labor and material to design equipment necessary for the manufacture of new cement cabinet. |
| <i>Hold open -
renewed</i> | #71 | Labor and material to design and build appliances necessary for making stereopticon plates. |

- Review* - #72 Labor and material in connection with photographing work for Legal Department.
- ✓ #73 Labor and material to develop a hard recording blank both large and small.
- ✓ #76 Labor for making a microscope and stand for inspecting Home P.K. film.
- ✓ #77 To make twelve Home shaving machines as per sample approved by Manufacturing Committee.
- (This order was issued on January 16th, 1912, and there was only one charge put through which was under date of February 29th amounting to \$6.66, and then the order was cancelled by us.)
- Close* #86 Experimental work on a zinc copper oxide battery.
- Review* #87 Experimental work in photography ~~by~~ Powers.
- Review* #88 Musical experiments by Pierman, special S.O. #931.
- ✓ #89 Experiment on indestructible records.
- ✓ #90 Experimenting on phonograph horns and cabinets.
- ✓ #93 Business phonographs, new design
- ✓ #96 One two-ton truck motor.
- ✓ #97 One twenty volt industrial truck motor one horse-power
- ✓ #104 Labor and material to manufacture Penta Chlorophenol used in making Disc Records.
- ✓ #106 Six small disc machines incased in metal cabinets.
- ✓ #107 Two automobile starting motors.
- ✓ #108 Labor and material for making microscopic slides for Home P.K. machines.
- ✓ #110 Overhauling Mr. Saltzman's auto for use by him at Silver Lake.
- Review* #113 Labor and material for equipping electric baggage truck with Edison battery controller.
- ✓ #114 Labor and material for such tools as may be required for disc phonograph metal cabinets.
- ✓ #115 Labor and material in connection with exhibit of rectifiers and automatic house controllers at the Electric Show in Boston.
- ✓ #117 Pattern work on new shaving machine motor.
- ✓ #118 Experimental work in developing one single unit rectifier five ampere capacity.

The following orders we will close as of February 28th, and issue new ones bearing new numbers, to take the place of same, but on new ones we will designate the old numbers they duplicate:

- ✓ #61 Labor and material to design and build necessary appliances to be used as part of the railway signal equipment for the testing of primary batteries.
- ✓ #74 To cover layout for Blue Amberol Record Plant
- ✓ #75 Machine tool and equipment for Blue Amberol Record Plant
- ✓ #79 To cover such work as will be done by you in connection with equipping the Disc Record Plant.
- ✓ #80 Miscellaneous minor and experimental work on Business Phonographs for year ending February 28th, 1913.
- ✓ #81 Miscellaneous minor and experimental work on Kinetoscopes for year ending February 28th, 1913.
- ✓ #82 Miscellaneous minor and experimental work on Primary Batteries for year ending February 28th, 1913.
- ✓ #83 Miscellaneous minor and experimental work on Musical Phonographs for year ending February 28th, 1913.
- ✓ #84 Miscellaneous minor and experimental work on Disc Phonographs for year ending February 28th, 1913.
- ✓ #85 Music and Musical Data for ~~the~~ Experimental purposes.
- ✓ #91 Labor and material for miscellaneous minor and experimental work on Kinetophones for year ending February 28th, 1913.
- ✓ #92 Labor and material in connection with any necessary photographic work.
- ✓ #94 Labor and material to design and build portable Business Phonograph.
- ✓ #95 Experimental work on motion pictures for Educational purposes.
- ✓ #98 Miscellaneous minor and experimental work on Home P.K. machines for year ending February 28th, 1913.
- ✓ #99 Miscellaneous minor and experimental work on Rectifiers for year ending February 28th, 1913.
- ✓ #100 Miscellaneous minor and experimental work on Electric Controllers for year ending February 28th, 1913.
- ✓ #101 Miscellaneous minor and experimental work on Shaving Machines for year ending February 28th, 1913.
- ✓ #102 Miscellaneous minor and experimental work on Disc Experimental Records for year ending February 28th, 1913.
- ✓ #103 Miscellaneous minor and experimental work on Cylinder Experimental Records for year ending February 28th, 1913.
- ✓ #105 Design and model for one Storage Battery Dining Table Lamp.
- ✓ #109 Experimental work by H. C. Ross for Mr. Powers.

#4

- ✓ #111 Making analysis of various metals.
- ✓ #112 Development work on Auto Lighting and starting outfit.
- ✓ #119 Labor and material on electrical apparatus for use in Home Proj. Kineto. for demonstrating purposes.

The following Edison Phonograph Works order,

- ✓ #36 Covering twelve automatic controllers for House Lighting Outfit, will be closed and not reopened.

and orders

- ✓ #34 Covering miscellaneous minor and experimental work on Numbering Machines for year ending February 28th, 1913, will be closed and a new order issued in place of same.

- These are closed*
- #35 Labor and material to make photograph of Bates Machine parts mounted on sample board, will be closed, and new order issued to cover this photographic work.

I wish you would give this memorandum your immediate attention, because I am now issuing new orders and they will be delivered to you either today or tomorrow to cover the work which is still being carried on.

If there are any other orders which should be carried on which have been itemized above as closed out, kindly notify me at once.

After everything has been checked up and verified by you, it will necessitate your returning to us your copies of all the Shop Orders which you have in your possession, except the ones which have not been closed out, or new orders issued to cover.

In connection with the new orders which I am sending up to supersede old ones which are being closed, kindly issue instructions immediately, that commencing with March 1st, all work is to be charged to the new orders, and extreme care must be used by the foremen or men in making up time tickets, to be sure and use the new number in each instance. By doing this it will avoid a good deal of confusion for yourselves.

W. J. JONES

WLE-JES

ME Edison

We are now ~~holding~~ all
the negs from Film plant
so that we can refine some
in Silver Lake instead of
being skinned by that Jew in
Niwano.

You wanted me to know
you speak to Goldstein
about this process as
soon as Goldstein gets
well enough to take it up
with Kammerhoff.

MRK

3/20/12

ME Edison -

4/3/13

While going through Sumner
disk in Rochester I found
4 new Steinheil Inplan
lenses which he said
belonged to him personally.

I find he ordered them
from Herbert & Hursgen Co
last Summer along with a
3A Graflex camera, total
of \$133.00 net. I asked
him by letter Oct 3. I what
the lenses & he now for & he
replied he had sent H & H. Co
a check to cover. They
now send us a bill, demanding
payment. The Ford only knows
how many more such bills
we will get. I took no
chances but served these
lenses pending investigation &
am now asking Sumner Co. to send to
me to return. MRK

Mr. Hutchinson
Can you give me the name
of the person who gave
me the 0521
0521

What did that
big drill press
in old Engine Room
ever use?

But sure it
was John Batting
I think it was
used in cement
house moulds

4/2/13 MARY

OK
Notes
B. O. M.

Mr Edison -

Some special information is
desired by my patient attorney re.
Klaxon operation, for use in law
suit.

This necessitated a series of
tests which, owing to my
duties, I could not personally
make.

I therefore assigned Kennedy
to this experiment, which he has
almost completed.

I have not changed myself
with his services as my own
time has been devoted to the sat-
isfying in more important work
from which I could not be
spared. (Is this OK?)

4/14/13.

Edison
OK

ans
still ¹³
small

Copper or Wicks

Boil solution add Peroxide of Hy drogen
just enough to peroxidize the iron
This makes Ferric Sulphate Now add
Copper Carbonate or hydroxide
~~and~~ just enough to decompose
the Ferric Sulphate ~~gives~~
giving free Ferric hydroxide
You should boil for ten minutes
After adding the Carbonate
or filtering you will get all the
iron on filter without a trace
in the liquid — End

Harry

I have had a
lot of work done on
enlargements of ~~at~~
pictures of shells in
flight, recently

Please let me
have number of cost
of same to me for
same sum as
previous

MRH

5/2/13

14 WALL STREET
NEW YORK CITY

Yours
May 5th 1913

Mr Thomas A. Collins
Orange, N.J.
My dear Mr. Collins:

First Church of Christ, Scientist, in Orange,
has arranged to lecture & he gives next
Sunday afternoon and Monday evening in
Christian Science. A synopsis of the lecture will
be printed in Monday's edition of the Chronicle.
Will you kindly permit us to send copies
of Monday's edition of the Orange Daily Chronicle
to your laboratory in West Orange?
Yours very truly,
W. H. Kitchener, Chairman National Committee.

FIRST CHURCH OF CHRIST, SCIENTIST.
IN ORANGE, NEW JERSEY.
ANNOUNCES A LECTURE ON
CHRISTIAN SCIENCE

BY REV. WILLIAM P. MCKENZIE, C.S.B., OF CAMBRIDGE, MASS.,
MEMBER OF THE BOARD OF LECTURESHIP
OF THE MOTHER CHURCH,

THE FIRST CHURCH OF CHRIST, SCIENTIST, IN BOSTON, MASSACHUSETTS
IN THE CHURCH EDIFICE, CLEVELAND STREET,
NEAR MAIN STREET, ORANGE

SUNDAY AFTERNOON, MAY 11, AT 4 O'CLOCK, AND
MONDAY EVENING, MAY 12, AT 8:15 O'CLOCK.

THE PUBLIC IS CORDIALLY INVITED

[ATTACHMENT/ENCLOSURE]

He can send a boy
at gates & when near
Mr Edison ~~send out~~ ~~undelivered~~
there

This man is a neighbor of mine
What he wants to do is to send a
package of Orange chronicles containing
the lecture to the Gate House and
have the men take them as they
go home Is there any objection
to him doing this? You allowed him
to do it before,

Harry M.

Mr Edison - *W. L. E.*
 a suggestion. - *OK will do so*

You are constantly unnecessarily interrupted by new or matters of minor importance, which could better be put in memorandum form and handed me. Nevertheless for placing before you at your convenience.

Before getting this done, however, you will have to assure each man that you will destroy his memoranda marked "Confidential", and especially that you will not forward a memo from one man to another man. A fair amount of friction has been produced between certain men here by forwarding of such memos in the past.

I would like to put up practically everything to you by memo, but I am afraid I do not now for reason above stated.

5/9/12

W. L. E.

me

5/16/10

Powers' color photographing has
cost us \$16,035.12 up to
May 10/10, and we demonstrate
for.

do you really think he
will ever produce anything?

He promised to photograph
for "in two weeks" over
your minutes ago.

I don't think he is enough
of a mechanic to understand
mechanical troubles and
the worst of it is machine
ball now I know what

this money is for
spent for. I don't think
but that Sam could help form
a good deal - mine

W. C. C. 1913. 0116
Hutch
See me about these costs
9

May 16, 1913.

Mr. T. A. Edison:-

I give you herewith a list of the experimental or development work which is being carried on in the Laboratory, and the amounts spent to date in connection with each one.

Each class of work has been carried on for at least a year and in some instances more, consequently I thought you would be desirous of knowing the amounts spent on this class of work.

This does not include all of the work being carried on by the Laboratory for Thomas A. Edison, Inc. or the Edison Phonograph Works, but simply the orders which are other than the regular development work for the standard articles we manufacture.

Telephone attachment for Dictating Machine	\$1505.20
Necessary appliances for testing Primary Batteries	467.81
Appliances for making Stereo. plates for Home P. K. machine	1084.41
Lay out for Blue Amberol Record Plant	1607.20
Machinery, Tools & Equipment for Blue Amberol Record Plant	36763.88
Equipping Disc Record Plant	45124.70
Music, Musical Data, also trials of singers for experimental purposes	6360.25
Work on Zinc-copper Oxide battery	5003.37
Photographic Work by Powers	12057.05
Designing & Building portable Business Phone	916.92
All work on Motion Pictures for Educational purposes	26169.23
Experimental work on Rectifier for year ending February 28, 1913	2407.08

T.A.E.

#2

5-16-13

Experimental work on Electric Controllers for year ending February 28, 1913 . . .	\$5072.65
Experimental work on Disc Records for the same period	7626.77
Experimental work on Cylinder Records for the same period	1291.40
Design and Model of one Storage Battery Dining Table Lamp	779.79
Experimental work by H. G. Ross for Mr. Powers	3976.07
Development work on Automatic Lighting and Starting Outfits	6335.07
To equip Electric Baggage Truck with Edison Battery & Controller	988.70

The above for your information.

W. L. JONES

WLE-JES

Copies to Mess. Wilson & Berggren

Mr. Mason -

I am leaving Thursday
night for Auburn, Ala., to
attend a "Homecoming" of
the alumni of my college.
Will go on to Mobile to spend
a few days with my
parents and be back in
10 days.

Am arranging all
work so there will be no
interruption during my
absence. Ball will be
here while I am gone and
he has full instructions.

Albert will send me a
night letter each day so I
will be in touch with matters.

MRS. H.

5/27/13

Mr Edison - When we get
ready to make more disc records
we will need more boiler
capacity. Corporation timber
boilers in laboratory are evaluated
as we are carrying 130 lbs. on
timber designed to carry only
120 lbs. They are 26 years old
and we are taking them out
soon now. So we can't stand
any more load in laboratory
boilers.

MPH

6/16/13

1912 Oct 15
(The Gov jumped & put them into a trap at Eng. Dept. which it did) - now they say they have

MINUTES OF THE FIRST MEETING OF THE ENGINEERING DEPT.
COMMITTEE HELD AT THE OFFICE
OF THE CHIEF ENGINEER, *1016 East,*
AT 2.45 P.M.
that the work was

about rollers of
governor of
#80
that workman

Present - Messrs. Leeming, Nicolai, Luhr, Simpson, Curtiss,
Chealer, Farrell, Warner and Hutchison.

GENEVA OIL CASE.

The first matter taken up was the Geneva oil case.
It was suggested by Mr. Clark (salesman). Consists of a casing
around the Geneva movement, the said casing supplied with non-
fluid oil so that the Geneva movement is operating in oil.

Mr. Leeming expressed the opinion that inasmuch as our new
model is coming along, and until it is ascertained as to what
effect the new model will have on the present machine, it
would be inadvisable to change the construction of the
present machine sufficiently to make this device a practi-
cable one. This was concurred in by Mr. Simpson, Mr. Nicolai
and all others present. It was therefore decided to suspend
judgment on this improvement until such later date as will
enable us to ascertain the advisability of proceeding with
it actively.

The device as applied will function, but owing to the fact
that it has no stuffing boxes (and it is practically impossible
to get stuffing boxes in with the present design), it is deemed
doubtful as to whether it will prove practicable in everyday
use.

TAKE-UP CHAIN.

The next subject considered was the heavy take-up chain
and sprockets;

It was deemed inadvisable, because of the noise and clumsiness,
to adapt a heavier chain to our present product. The question
then came up why we should not revert again to the round belt
and V grooved pulleys instead of chain on our present product.
A great many people prefer the belt, and we are now supplying
them optionally either with belt or chain. We are getting
quite a number of complaints on the chain on account of noise,
and therefore suggest to Mr. L. W. McChesney that he send out a
letter and see if the trade would stand for our refusing to
supply machines with chain drive, except for shipment to
London, and concentrate on belt drive with idler. As optional
equipment, we cannot stock the machines because we do not
know how the orders are coming through with both types. But
if we make a belt drive our stock article, we can stock ahead.
This is simply another step in our effort to standardize our
equipment.

FEASTER AUTOMATIC REWINDING DEVICE.

The Committee looked at this, the same being installed on a Model D machine. It was subjected to various and sundry abuses, such as stopping suddenly, accelerating suddenly, etc. and at no time did the machine behave improperly. The only criticism we have to offer is that the film next to the hub of the top magazine is apt to be scratched slightly by reason of the film rubbing against itself at certain parts of the operation, but it was agreed that this does not compare with the abuse to which the film is subjected in ordinary rewinding machines as now used, and this could hardly be considered a criticism.

It was suggested that the best way to thoroughly try this device would be to place it in the Inspection Department, where our inspectors could use it all day long for at least two weeks, so that we can determine as to what other weaknesses exist in the machine in its present design. It was so agreed, and the machine will be sent down to Mr. Davis' Department and Mr. Nicolai will give instructions to cover. Mr. Luhr will send down Joe Whelan to show them how to thread it up.

ATTACHABLE MOTOR DRIVE FOR MODEL D.

The next subject taken up was the advisability of equipping our present models with a detachable motor drive, as optional equipment. It was agreed that we would not list this device, but would be able to supply it on special order, and provided also that the purchaser installs it at his own risk. Owing to the fact that the present models of our product do not embrace this element, because of the Underwriters' objections to motor-driven machines, it should be understood, if we market this device, that we simply supply it on special order, for attachment by the exhibitor, and it is not to be considered as a factory product or attached to the machine by us. We also make no claims for or against this device.

In its present form, it was looked at by the Committee. It was noted that the joint in the belt as now constructed causes a vibration of the head which would not be caused by a twisted endless belt. Mr. Leeming called attention to the fact that we make no claim for this motor attachment, although it works satisfactorily.

SIXTEEN-INCH MAGAZINES

Owing to the frailness of the cast iron frame of the head on the Model D, it is inadvisable to attempt to put a magazine any larger than our present size on such head. Furthermore, owing to the size of the 16" bottom magazine, it is inadvisable to try to attach same to sheet metal base of our present product.

The model before us has been fitted up with a new and heavier casting, for the head, also with the cast iron base. It is quite satisfactory.

Mr. Leeming brought up the question of permitting customers to bring machines to us that are now in use by them, for equipping of same with these 16" magazines. He states that such procedure entails a great deal of loss and the upsetting of the factory, and he is very much against said procedure.

It was therefore decided to recommend to the Sales Department that this machine be listed as a new model and that we do not attempt to attach 16" magazines to machines that are now in service.

Owing to the fact that 16" magazines project three inches further from the front of the machines than the present magazines, and also owing to the fact that these machines are also tilted thirty degrees to forty five degrees, as when projecting pictures from top of the theatre, it will be necessary for the operator to move his machine back a little further than he now is doing with the present size magazine. This is not considered as a detriment. Mr. Kennedy has visited quite a number of these motion picture theatres and vaudeville houses, where the machine was tilted as above, and advises us to this effect.

FIFTEEN-INCH REELS FOR HOLDING 2000 FEET OFFILM

Three different models were constructed as follows:

A. Three-spoke plain, B. Four-spoke plain, C. Four-spoke with perforations for the fingers to grasp the reel when handling.

There was also submitted a modified form of the patent recently secured by us, consisting of two radial tite set radially into a 3/8" iron rod, the tops of the tite being flush with the periphery of the core. It was suggested that this design is clumsy as compared with the modification consisting of two tite on each side of the slot, the said tite being tangent to the circle, enabling the film to be hooked to these tite, no matter in which direction the reel is wound. Mr. Luhr was requested to make up one of these reels and submit same. In the meantime, we will hold up design in the matter, awaiting the making of this reel.

OFFSET CRANK

Referring again to the new model having new cast-iron base and new cast-iron head:

The offset crank having same length as our other crank, but offset so as to enable the ten-inch shutter to be used, was submitted, and it was decided to adopt this crank as standard on our product, as a further step toward the standardization of our equipment. With this crank, the ten-inch shutter, as well as our regular stock size shutters, can be used without any change whatever.

HINGED TOP LAMP HOUSE

It is not apparent to any of us as to why springs are necessary on the door of the lamp house, if springs are not necessary on top of the model submitted. It is also not apparent to us how any one man can put a carbon in the machine if both these appendages have springs on them. It was therefore decided to pass the matter up until the next meeting, meanwhile asking Mr. L. W. McChesney what he wants done in the matter, from the sales standpoint.

THE EIGHT-UNIT, TWO-WAVE, THIRTY VOLT, TEN-AMPERE RECTIFIER FOR THE WESTERN ELECTRIC COMPANY.

Mr. Chealer reports that after repeated attempts to make models that would stand up to this service satisfactorily, we have at last succeeded in one which has stood up to 400 hours' continuous running, 32 volts, 10 amperes. This experiment is being made over in the Electrical Dept. for the reason that all the units necessary are in stock over there. Mr. Chealer was requested to render regular weekly report on this experiment, from now on.

ACETYLENE GENERATORS FOR HOME KINETOSCOPE.

We have in stock about 5,000 of these generators. We cannot see that they can be made of any service to us, for the reason that they are not a safe proposition to put out with Home Kinetoscope. Furthermore, the illumination on the screen from such source of light is not adequate and it is not considered practicable for us to consider placing these on the market at any future time. It was therefore suggested that the Purchasing Department be authorized to see what they can sell the present stock of generators for, the same to be submitted to Engineering Department before sale is made. A practical avenue of sale would be to stereopticon manufacturers, some of whom use acetylene flames. The members of the committee will, between now and the next meeting, endeavor to think up uses to which these generators could be put by outsiders, in order that the market for same may be broadened and better price realized than we could realize by selling them as junk.

Along with these go several thousand mantels, a few burners. Same applies to these, as to sale, etc.

NERNST LAMPS AND BALLAST FOR HOME KINETOSCOPE.

We have quite a few thousand of these Nernst lamps, burners, ballasts, etc. in stock. The same thing applies to these Nernst lamps as applies to the acetylene burners for the Home Kinetoscope. The necessity of heating up the blowers with an alcohol torch mitigates greatly against the use of this Nernst lamp. In addition to the fact that the illumination from

the Hernet burner is not any better than that from the acetylene torch. The Purchasing Department is therefore requested to see at what price they can sell these Hernet Lamps, burners, ballasts, etc., advising the Engineering Department before consummating sale. The same line of procedure as to stereopticon manufacturers, etc. would obtain in these as with the acetylene burners.

FILM DRYING MACHINE.

Mr. Warner reports that the pattern is half done, for the new legs. The pillar block patterns are also in work in the pattern shop. Both these patterns will have to be held up until we finish up with the disc equipment which Mr. Edison has instructed be pushed ahead of all other work in the laboratory. Mr. Nicolai is at work on the new air box, and is getting ready to install the machine when it is ready to be put up. All the screw machine parts are also in work by Mr. Nicolai. Mr. Nicolai called attention to the fact that we are having trouble in the film plant, drying our film, because of the humidity in the air at present, and is very anxious indeed to get the film dryers in and under operation as quickly as possible.

NEW TRANSFORMER FOR THE SUPER-KINETOSCOPE.

Our present transformers, designed for 40 amperes, are now being overloaded by our stock machine. We need a transformer having a capacity of from 50 to 75 amperes for our present stock machine, and a transformer having a capacity of from 75 to 125 amperes for our Super-Kinetoscope. Mr. Hutchison has therefore written to the transformer manufacturers, asking that they send over a man to take up the matter of a new design of transformer, as indicated, and for each of the two types.

NEW PHONOGRAPH MOTOR FOR PROPOSED A-100 DISC PHONOGRAPH AND LATER ON FOR OTHER TYPES, HAVING AN ADDED NUMBER OF SPRING BARRELS TO TAKE CARE OF PLAYING A GREATER NUMBER OF RECORDS.

Mr. Leeming reports:

The motor has been received from the Laboratory and is now in the Works, being placed in a cabinet, and will be provided with all the up-to-date refinements, including

1. Press steel spring barrel
2. New adjustable stop
3. Friction lift and lowering lever
4. device
5. New stay arm on cover of cabinet
6. New oil guard on governor disc.

This will be submitted to Mr. Edison and the Engineering Dept., either Saturday of this week or Monday of next week, at the latest.

REGULATION OF A-80 DISC PHONOGRAPH

Mr. Halpin made report that he has an A-80 upstairs which, right in the middle of a selection, will slow down and then accelerate again. Mr. Nicolai expressed the opinion that, although the trouble in this case may not be due to the roller on the pin in the governor, that the Works are having lots of trouble with these little rollers that were put on the pins in the governors. The repairmen on the road state that they get up against this trouble right along and correct it by taking off the roller. The machine then operates satisfactorily. Attention is called to this matter for Mr. Edison's information. Mr. Hutchison will consult with him as to the advisability of discontinuing the use of the roller on the governor. Mr. Parkhurst will be sent up to look this machine over and report on same.

FLICKER AND PERIODIC JUMP IN HOME KINETOSCOPE.

Mr. Halpin claims that from time to time he gets machines that have a periodic jump in them. Either the jump is in the machine or in the film. Mr. Nicolai is going to check up on the perforating machines in the Home P. K. Plant, with a view of determining if the jump is caused by one of the printing machines being defective. We are going to run this down, to find out what the trouble is, and correct same. It is quite a common defect of the Home Kinetoscope.

UNDER SUGGESTION FOR IMPROVEMENT 3690 MADE BY FRED MAY, APPROVED BY MR. NICOLAI:

The addition of film tension bars, for Model D machines, was submitted on a Model D head. These bars trail on the film, on the edge, and prevent side movement of the film. It remains to be seen as to whether these bars have a deleterious effect upon the film. Therefore, the head will be sent up to Mr. Halpin, for wear test on one film, and he will, after running the same every fifty times through, make report as to the condition of the film and condition of the bars. Meanwhile, opinion as to this will be held up pending test.

KINETOPHONE FILM PLANT

The question came up as to whether, in view of the fact that we are anticipating having all of our film developed and printed on the other side for Kinetophone Foreign Studios, the plant of Rembold's should be kept in readiness for a rush order of film, or whether it can be used as an adjunct to Jamison's Department for the production of regular film. Mr. Hutchison called up Mr. Stevens to ascertain as to whether or not arrangements had been made for the development of negative and positive on the other side for the Vienna, Russian and other studios, Japan and South America excepted, but Mr. Stevens is not at present in position to state definitely just how we stand in the matter. Mr. Hutchison

called his attention to the fact that we are carrying on our payroll in Rembold's plant quite a few expensive men, who are now more or less idle, but whose services will be necessary if we get a rush order on Kinetophone film. Mr. Stevens has promised to advise Mr. Hutchison as soon as we are in a position to cease the consideration of European film as a part of the production of Rembold's plan.

WELDING MACHINE FOR FILM

We have found, by test, that film is stronger at the welded joint than it is at any other part of the film. When subjected to wear test in passing through a machine, the welded joint is just about as good as a cemented joint. Therefore, the advantage is in favor of the welded joint, for the reason that most of the film is broken by carelessness in rewinding, subjecting the film to considerable tensile strength by throwing on the brake of the rewinding device injudiciously.

The present apparatus is rather crude, there being no automatic device for regulating the temperature. Steps will be taken immediately to put an automatic regulating device on the machine and an effort made to bring it into commercial shape, so that when it has been perfected it can be installed in Jamison's Department and tried out commercially on a number of films. If it is found that the automatic regulation is too difficult of accomplishment, means will be put on the machine for regulating the temperature by hand, in connection with a thermometer for indicating the exact temperature.

CEMENT FOR FILM

Mr. Kennedy produced a special cement some time ago, which was considered superior to our regular cement, and which cost considerably less to make than our present product. Some tests were made on this cement, but it was not found to be as good as our standard cement. Further tests will be made immediately by Mr. Halpin, from samples made up by Mr. Kennedy, and these tests, instead of being made on a loop, will be made on a regular film.

If it is found that the new cement is as good as the old, we will consider adopting it, owing to the cheaper price of manufacture.

Owing to the lateness of the hour, the meeting was adjourned. Next meeting, Wednesday July 1st, 1914 at Chief Engineer's Office.

M. R. HUTCHISON,
CHIEF ENGINEER.

Copies to Mr. Edison and Mr. Wilson.

Hutchison, M.R.
June 26/13.

Mr Edison:

I am away from home so much that Mrs. H. made me promise I would spend 4 weeks at Lake Minnetonka this summer.

So I am going West this afternoon and unless something turns up to call me back, I'll remain until about August 1st.

I will give my daily reports from all experiments and departments and be in constant touch with all that is going on.

I will also draw up some good plans to submit to Anna Morgan or School Film Company, and will send it on to you to criticize and return to me. By the time I get back we ought to evolve a good plan.

I am also going to try to scheme out a plan for pushing the sales of Home PK machine. I will take my drawing instruments out and do a little sketching on a future model of home machine that can be sold at \$35.00 or so. So when we exhaust our present stock

of parts we will have something really
good to go ahead with.

In fact I have a whole lot
laid aside to do over there and I'll
probably wind up by working as hard
in my "vacation (?) " as when
here.

I am delighted with the way
Lulu is taking hold. He is an
awfully clever man, and faithful.

If Talking Pictures Education
needs me at any time, I can
reach Orange in 36 hours and
will come on receipt of telegram.
My address is in mail,
MR Huelsman

Eureka, Thompson Co.
R.F.D #1 Minnesota.

Telegrams,

"Telephone 194 Excelsior"
Excelsior Minn.

Respr

MRH

(no 1)

Mr. M. P. Hutchison.

July 3, 1913

Weekly Report on Experimental Work.

Work on Land

- (1) Starter and Dynamo on Buick Car.
 - (2) new Rectifier.
 - (3) Hartford Starter motor.
-

- (1) Tried out switching device operated by centrifugal governor and find it works perfectly.

One contact closes as soon as engine is started and generates 20 amp at a car speed of 25 miles per hour. As soon as vehicle goes beyond that speed the other contact opens and allows a small resistance to go in series with the field winding.

The resistance has the effect of cutting the charging current down to 12 amp and vehicle can then be speeded up to 50 miles per hour without danger of burning out the generator.

(No 2)

The best feature of this device is that there is absolutely no sparking when contacts open, this condition is due to the voltage of battery being equal to voltage of generator when low current switch operates and resistance being shunted across the excess voltage switch when that opens.

This sort of a mechanism should last a very long time with practically no attention.

I have made up a more substantial model of this switching device and as soon as armature of generator is rewound with heavier wire the outfit will be mounted on car again and if it works satisfactorily I believe we will be thru with this job.

- (2) Have just completed a new adjusting device which moves all contacts together from a central handle for the six unit rectifier and will test same out as soon as possible.

Will report further on this when I get results of observations.

(no. 3)

- (3) Have put a very heavy low resistance winding on field and armature of Hartford Starter motor and will try same out Monday morning.

I am very doubtful that we can raise speed of motor with fly-wheel up to 5000 r.p.m. in one second with 4 B4 cells. I do not believe there is that much energy in the battery. However we will see what the test will show.

J. Chesler

MEADOW CROFT July 13/13.

Mr Edison. Tell Kitch the Vandewells
are running

Been working very hard since

Built a dock for my boat. 8th

Used one of my lanterns to make

it more seaworthy. Come

Am moving my stable about 100

feet and building a garage on present

site.

Have numbered each tree on the

place and, in company with a "tree

doctor" have noted the "disability" of

such as need of attention. Lot of

faking in this "tree doctor" business

Have 261 maples, 44 oaks, 27 Iron Wood,

3 Bass 26 Elm and a lot more Willows,

poplars, Ash etc, 400 in all. Will

attend to them later.

Am having my house wired for

36-20 watt, 43-40 watt, and 2-60 watt

lamps, and 43 outlets for various

Electrical appliances. Am ordering

100-134 cells, Voltage Regulator &c
for an ideal Edison Storage Battery
installation. Am making it 100 volt
because I can't buy 30 volt electrical
appliances on open market. Will
also be able to throw over to
commercial circuit, 110V, in case
of necessity, when the commer-
cial system is extended this far
over.

There are quite a number of
lead battery plants in the residences
on the shores of this lake. I
asked the contractor who is doing
my wiring why they have never
used Edison Batteries. He says
they have never received any
literature from us nor has one
of our salesmen called on them.
They are the local agents for
the General Electric Co. I think

We should circularize all the electrical contractors and have our agents devote some time to this end of the business.

Moran, the present head of the house lighting dept of the G.E. Co. wants to work for us mighty badly and I am quite sure he could help Poyer a lot while carrying on other sales work for Battery.

I want to have this plant of mine thoroughly up-to-date and am exhibit of what we can do in house lighting. As I will have a man in the house all winter, I'll show these people Edison Battery will operate in winter all right. Have arranged for battery to be in cellar, engine and dynamo in Garage. The

engine is to be belted to a counter shaft which will drive my water pump, (500 gallons per minute) a dynamo, and a circular saw outside, to cut up the wood. Coal is \$10.00 a ton here and everyone burns wood.

I have a windmill which I don't need and which we might use in Orange to experiment on isolated plant lighting. It is on a 90 foot angle from tower. I am going to take it down because it disfigures my front lawn. I don't know what it cost, so cannot ascertain whether the freight to Orange would be more than the original price of one delivered to Orange from factory. It develops about 1/4 horse power, figured from

The amount of water it raises to my tank in 24 hours. In a State where trade winds blow I think it would be good for $\frac{1}{2}$ H.P. $\frac{1}{4}$ H.P. should charge 10-12 Cells for a simple 12 volt lighting plant. About half the power is wasted in friction. It would give us something tangible to start work on and if you want it I will have it shipped to the Lab.

I understand A.T. Pictures Co. have come across with the baby act. Of all mismanaged affairs that was the worst. They should have known their Theatres would close in Summer and should have taken on a lot of M.P. theatres. Hundreds applied to them, only to be turned down cold. Now that they have skimmed the cream off by

record breaking attendance at their Theatres, they are coming at us with the baby act.

If that business is properly handled it will be a blessing in disguise to have them drop out.

The synchronizer will have to be applicable to any M.P. machine. M.P. Houses are not going to throw out their pet machines, and have no room for but one.

The synchronizer is good enough as it is. The whole trouble lies with the antagonism of operators who own the Vanderlitz Houses. Crammed with people, the management making lots of money and their own salaries not raised. The operator of Vanderlitz Houses is usually the assistant electrician. He is not nearly so good a man

as the operator in M.P. houses who is operating all day long. Therefore by a system of bonus for men who operate properly, and good subjects, we can do a good big business. We can select the best among the installers & trained and make them travelling inspectors and boosters.

The studio needs the most attention, however. The subjects will have to be improved - kept at least up to the standard of Nursing Favorites, Olio Minstrels etc. The place for the studio is Orange, as soon as we can spare the money to bring it over.

A great deal depends on the manner in which the Kinetophone business is started off this second time. If we make a

fluke of it this time it will be killed. I am sorry I came away just at the time I did because I feel I am better posted on that business than any of our people, and am anxious about the initial start of the new regime. It is simple if done correctly. Perhaps it would be best for me to return and take hold of it. What do you think? I did promise Mrs. H. I would remain here until August 8th but if the welfare of Kinetophone is at stake and you think I can be of assistance, telegraph me and I will come and return here later in the summer if possible. Duty before pleasure. Hutch.

Bylesworth

1913.

Phone
Yoda -

If you use resin having
melting point 210 to 215
gives much better results
than 225 to 230 -

Also Common Resin has
melting point 275 we
must schedule melting
point not raise it as I
thought -

Sum

8/1/13

15/6/14

August 12, 1913.

ison:-

I have gone over the rectifier matter with Chesler and Luhr.

The experiments conducted to date are sufficient to enable us to prepare two commercial forms.

One form will consist of a unit in which all the old parts of the present rectifier will be used, excepting the permanent magnets. This permanent magnet will be replaced by a laminated electromagnet, requiring but one tool. The cost of the vibrator unit will be about \$1.00 and of the transformer for same \$4.00, or a total of \$5.00 for the two parts, exclusive of assembly.

The other unit will have a capacity of sixteen amperes per single unit, cost of \$1.00 for the unit, transformer will cost \$6.00, or a total of \$7.00 M. and L. exclusive of assembly. Practically all new parts will be necessary in this unit.

Chesler is proceeding at once to construct models of these two units in as good commercial form as it will be possible for Mr. Luhr, Chesler and myself to lay out. They will then be subjected to a break-down test, and if they stand up all right, will be ready for shop drawings and for the market.

Any further experiments regarding high tension breaks, etc. can be conducted as we get the time to do so, but I want to bring this rectifier matter to a commercial head immediately without any further experiments other than break-down test to determine the practicability of the commercial forms.

M. R. HUTCHISON.

8/27/13

Brady -

Found out what
prices these items are
to be billed at

Sam

Billed
Haw
8/31/13

Mr Edison-

7/12

9/4/13

I am called to Chicago to dispose of my tachometer patents--maybe.

I expect to return via Ottawa, on Canadian Lightship matter, and Corpus-Town to pull of the show before Edison convention. Back Thursday, 11th inst.

I campaigned the rectifier for about a week, finally getting a combination that worked OK on 110 volts, 10 amps. - charging cells in series with resistance on 110 V. a.c. circuit. Am having a duplicate model made up to see if can duplicate performance.

If so, will try this two in series on 110 v. circuit, then in parallel.

I fully expect to charge 60 - a⁴ cells from 110 v. a.c. circuit

by September 15th or 20th.

The whole problem was the cushioning of the blow of armature against contact and against back stop. A couple of springs, adjustable, did the trick. They carry no current and should stand up OK. However a break down test will tell.

Jones has been working night days & holidays on the rewinding of an 80 volt armature to 60 volts. One of his men used solder paste injudiciously and spoiled the first armature by short circuits. He has been working faithfully and well, so please don't scold him if he doesn't have it ready when you return. We can't get 4.2 miles per

from up Llewellyn Hill there
 for ~~with~~ any gear or motor
 connection combination, but
 before you return one more gear
~~ratio~~ ratio will be tried.

I have ridden the wagon
 several times and we haven't
 reached 9 m.p.h. yet.

Gail's new machine (Professional
 Kinetoscope) is OK as to wear test
 and only lacks final mounting of
 motor. Ready for the Works to
 take it.

The new Submarine Cell, with
 $3/16$ " tubes and six positive plates
 is in work at Laboratory.

The Home Kinetoscope with
 Incandescent Lamp - 480 cp.
 (110 volt 3 ampere) is a success
 and I have approved the lamp for
 Genl Electric Co.

Tests are being conducted by the Bureau of Mines on the double globe incandescent lamp with outer globe filled with water. No report as yet.

We have three machines in film plant that were used to waterproof film. These can be easily converted into film drying machines, with capacity of 1000 feet per hour per machine. Or less or it is well worth the experiment on one machine. In drying film if you don't keep it in motion a very bad buckle is made where the film passes over the top & bottom support of rack. Film dried in motion is perfectly flat.

5-

Progress in high candlepower incandescence lamps for locomotive headlights is slow, owing to difficulty the L.E. Co. is having in low voltage high c.p. Nitrogen lamps. I am after this.

Work is also in progress on 3000 c.p. incandescence lamp for professional Kinetoscopes.

Kennedy has evolved a new leather friction shoe in Kinetograph which is a wonder. He will demonstrate it to you. Don't you think that in view of the good work Kennedy has done & is doing that we should raise him to \$50.00 a week? He gets only \$38.00 now and is the best man we have. I promised him this raise after he had made good. I am laying off Pearson,

transferring Allison to Kinetophone road shows, have laid off Zappe, have put Warner with Ball (car balls request) to take place of one of Ball's men.

I'll trim down the force a little more when I return.

If we could get rid of Rudolph everyone would be delighted.

The School Film Dept is shut down. Old Man House is finishing up in his records of films to be through by the time I return.

Lulu has the A-60 motor well in hand and it is pretty well worked over now.

Congestion of work on your plating job has held up progress on the blower dryer in film plant. Sally will report on this.

7

I am leaving everything in
good shape so my absence will
entail no loss of time or progress.

Hutch.

M.E.:-

Steady progress is being made on Rectifier. Have kept the same general design but have tried out many combinations of armatures and contacts.

Am handling $7\frac{1}{2}$ amps on 150 volt circuit very easily. 100 hours without changes of adjust. now just finished one and half of carbon contact. Have secured several grades of carbon from National Carbon Co. especially made up for this experiment, and am aiming at 1000 hours without change of adjustment.

The $7\frac{1}{2}$ amps is handled by two units in series and this seems about the limit, as a larger tube + contacts & arm

more current makes the apparatus
too sluggish to vibrate fast enough
for 3 sparks. We can of course
use them in series, from in parallel
for 30 amps, + 3. require to charge
60 - 2nd cells. This means
eight small units grouped
close together, if it works out OK.

We have a small - 3 to 5
amps rectifier, designed for
telephone use, & so is ready for
for inspection & for putting
into manufacture. One of
the telephone companies says
they can use many of them.
But the price is very low
on the present design of \$25.00.
Everything else going on OK

Harold

[ATTACHMENT/ENCLOSURE]

Electricity
Resistor

Don't let this
be a waste

A. W. LEONARD
VICE-PRES. AND GEN'L. MGR.

JACOB FURTH
PRESIDENT

A. S. MICHENER
VICE-PRES. AND CONTROLLER

PUGET SOUND TRACTION, LIGHT & POWER Co.

UNDER MANAGEMENT OF
STONE & WEBSTER MANAGEMENT ASSOCIATION

204 PIONEER BUILDING

SEATTLE, WASHINGTON. September 25, 1913.



Mr. W. H. Meadowcroft,
C/o Thomas A. Edison,
Orange, N. J.

Dear Meadowcroft:-

The enclosed clipping is from to-day's Seattle Times. Good joke on the boss if it is true, and I can imagine how much he appreciated it.

My best regards and congratulations to Mr. Edison, and to all of you, on his return to the "Lab."

Yours very truly,

H/C

[ATTACHMENT/ENCLOSURE]

NEW OFFICE BOY BARS EDISON OUT OF HIS OWN LABORATORY

ORANGE, N. J., Thursday, Sept. 15.—When Thomas A. Edison, who has just recovered from an illness, tried to enter his laboratory here yesterday, he was intercepted by a boy who is now on the laboratory office force.

"No strangers allowed in here," said the boy. "It is a rule that no one except employees can enter the building, unless they have an appointment with Mr. Edison, and you can't see him because he's home sick."

The inventor asked to whom he should go if he wished to make an appointment with Mr. Edison.

The new boy, summoned W. H. Meadowcroft, Mr. Edison's secretary, who was greatly astonished when he saw the "stranger."

"I've come to take up the work left off by Mr. Edison. I want to know if you are not desirous of employing a man who is willing to work now and then," said the inventor as he shook hands.

"Meadowcroft, that boy you have here is all right. I hope he will continue to see that the rules of this laboratory are faithfully carried out."

New Boy Bars Edison from His Own Office

'No Strangers Allowed in Laboratory,'
He Declares When 'Wizard' Re-
turns After Illness

ORANGE, N. J., Sept. 15.—When Thomas A. Edison, who has just recovered from an illness, started to enter his laboratory here he was intercepted by a boy who had recently become attached to the laboratory office force.

"No strangers allowed in here," said the boy. "It is a rule that no one except employees can enter the building unless he has an appointment with Mr. Edison and you can't see him because he's home sick."

The inventor asked to whom he should go if he wished to make an appointment with Mr. Edison. The new boy summoned W. H. Meadowcroft, Mr. Edison's secretary, who was greatly astonished when he saw the "stranger."

"I've come to take up the work left off by Mr. Edison. I want to know if you are not desirous of employing a man who is willing to work now and then," said the inventor, as he shook hands. He added: "Meadowcroft, that boy you have here is all right. I hope he will continue to see that the rules of this laboratory are faithfully carried out."

Mr. Edison:

J. O. LARSEN
Experiments
(1913)

Jones is on the wagon. Billy Bee is trying to get a truck that needs an 80 volt motor rewound for 60 volts.

Briggs is working on the automatiw developing and drying machine which Dimiddie started. He has rebuilt the entire outfit and expects to run an experimental film through this week.

Saville is on the heavy current rectifier, and is making steady, intelligent progress. He is a good observer, and is reasoning it out, point by point, by experiment. I think he will make good.

Kennedy is principally engaged in getting out the Studae outfits for foreign Kinetophone. This is a very comprehensive job, inasmuch as it embraces the standardization of such outfits from our experience in the Bronx Studio. I hold frequent meetings between all the men engaged in this studio work, and have the outfits well under way. One thing sure, when a man gets to the foreign Country, he will have everything he needs to make a success. Kennedy is also filling the job which Rogers held as engineer of Kinetophone Co.

Holland is carrying on a lot of experiments under direction of Durand, as per his reports which I send you. He doesnt seem to be making very rapid progress with telephone dictation as yet, altho he has found out a lot of things NOT to do.

Norton is bringing through the S-6 Cell with 3/16th inch tubes. He is also devoting some time to the talking horn. I will need some help from you on the horn when you have time. I am stuck at present.

Chesler has finished the small rectifier which Durand thinks will sell well. It is very much better than the more expensive permanent magnet type. Durand is anxious to show a sample of

this rectifier at a Show on the 15th. He wants to start a market, and we will have all the time we need thereafter to make any necessary changes in design. The Western Electric Co. want very much for us to supply them with a 30 volt, 10 ampere rectifier, for their Bell Telephone exchanges. This is a simple matter, as we will use the same units that are in the small rectifier above mentioned. We are preparing a model for test.

I don't know what to do with Rudolf. He isn't an electrical man and a man at the bench can do better work more quickly than he can. He stuck to the electric drive on disc machine until he got it steady, using the electric contacts he understood you wanted used as on the old phonograph motors, but when you turned that down he was lost. Do we have to keep Rudolf until Charles Edison returns?

He seems a better literary man than anything else. Literature is not in the Laboratory line.

Werner is assistant to Gall. When Gall took over the technical direction of Studio and Film Plant, he was overloaded. So when we closed School Film Dept. I assigned Werner to Gall. He is getting \$50.00 per week, which seems high to me, but he says he threw up a job of equal pay to come here, and that you said you would pay that much. At present he may be worth the money, but when compared with Kennedy at \$38.00, and Luhr at \$50.00, it seems out of proportion.

I have gone over all the prints of School Film. They have been properly arranged on reels, placed in sealed tins, labelled and placed in vault. I have all I need to start the School Film Co. without further expense to you.

My disc phonograph, having new ivory governor, has gone bad on regulation. Varies all over from 80 down to 30 while play-

ing. Oiling has no effect. So I am going to take the motor out and bring it down to the Laboratory for analysis. It is the manufactured product and we should know where the bug is. This is the second motor that has been in the machine. The first one made so much noise it had to be taken out. I brought Moore up to the house to hear the first one before sending it back. The Works' own man made the transfer of old motor out and new one in.

M.R.H.

*Callahan
OK by Mr. E. Dubson 10/6/13*

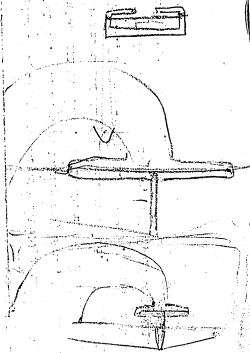
Mr. Edison:

The Home Kinetoscope is a dead duck at present. Altho it has had a checkered career, I feel that intelligent effort behind it will result in a nice business. I am at work on a plan, which I will present soon, which I think will result in a profitable business from Home Kinetoscope without calling on you for any money to bring it about.

When I was in Washington last time, I started something which may result in some battery sales to Government. I am going down to Washington Tuesday night for a couple of days to follow it up. At present I am getting 10% on Government Battery Sales, Battery Co. paying my travelling expenses on trips to Washington etc. I would prefer to pay my own expenses and get 20%, just as the concern does in New York that has the Marine exclusive rights. This to be on standard cells. When we get out the Submarine Cells, the 10% is enough. The 20% to apply only to sales to U.S. Government. 10% to the Foreign sales is enough. A good many sales have been made to the Government, in trucks, in which I do not come in, as it would upset arrangements with truck manufacturers, but that is all right. Since Bachman refused to try to make any more $\frac{1}{2}$ " tube cells, the plan to equip the turrets of battleships with batteries has been held up. This is no reflection on Bachmen, because I think the 3/16" tubes will be better. But it shows they expected to put on Edison, because no lead battery tests were made. When the 3/16ths tube is O.K., I can re-vitalize the subject. Bachman doesn't seem to be antagonistic to me any longer, so I expect to be able to do more with Government sales.

WAB

[ON BACK OF PREVIOUS DOCUMENT]



J. M. Edison

Motion Picture - Advertising

Nov. 5/13

I havent felt, of late, that I have been accomplishing as much as I did when starting battery off with the advertising campaign, followed up with the strenuous work in preparing Kinetophone for the market, training the men and systematizing the technical end of the business. I am working just as many hours a day at the Lab and at home, but my efforts are so scattered it takes a long time to note any direct effect. I think I have picked good men for the heads of the different departments in the Lab, because everything in the commercial end is running smoothly, and your equipment work is getting out promptly. I am not satisfied with results in several experiments, because I feel you could have done much more in a shorter space of time, with your very superior experience and knowledge. The unforeseen and drastic demands on the Lab. shop for equipment work often upsets experimental work, through lack of men and machines to make up models quickly, but just the same I dont think I have done as good work on that end as I did on the commercial end. In your absence on Disc job, I havent seen, however, that I could put a man into my place who could do very much better. In other words, I feel that I can make money very much easier than I can make a number of inventions simultaneously.

I am especially trying to evolve one or more plans whereby I can, commercially, make some money as a result of my experience gained here. Contrary to the usual practice with which you have had to contend, I do not propose to do this in any way that would work a hardship upon you, nor to embark in any business that would be in competition to you. I have been offered the presidency of a new organization forming to handle the Pathe' phonograph in this country, but have replied that a man who would be

Edison

motion picture - advertising

Nov. 5/13

I havent felt, of late, that I have been accomplishing as much as I did when starting battery off with the advertising campaign, followed up with the strenuous work in preparing Kinetophone for the market, training the men and systematizing the technical end of the business. I am working just as many hours a day at the Lab and at home, but my efforts are so scattered it takes a long time to note any direct effect. I think I have picked good men for the heads of the different departments in the Lab, because everything in the commercial end is running smoothly, and your equipment work is getting out promptly. I am not satisfied with results in several experiments, because I feel you could have done much more in a shorter space of time, with your very superior experience and knowledge. The unforeseen and drastic demands on the Lab. shop for equipment work often upsets experimental work, through lack of men and machines to make up models quickly, but just the same I dont think I have done as good work on that end as I did on the commercial end. In your absence on Disc job, I havent seen, however, that I could put a man into my place who could do very much better. In other words, I feel that I can make money very much easier than I can make a number of inventions simultaneously.

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dishonorable enough to use confidential information acquired in the manner in which I have acquired it through my association with you would not be a very safe proposition for them to entrust with the presidency of a water closet. I think I have demonstrated my loyalty to you in several ways.

At present, I am living on my principal. Klaxon royalties have ceased. I have taken your advice and have invested my money in sure things, with the gambling element eliminated. So the interest on such safe investments is not very large. I have devoted all my time here since the summer of 1911. My total commissions to date net about \$9,000.00 when Wellman Seaver Morgan Co. pay for those big cells. Of this amount I owe the Laboratory about \$2,000. for work which I have had done on my cars etc. and which I have of course charged up to me. I have drawn \$3,000.00 of the \$9,000.00 commissions, so the \$2,000. I owe the Lab. will be paid by Battery Co. This \$2,000. I owe the Lab. also includes the \$750.00 expended on the foreign applications on a multiple unit battery connection for submarines which was a fool mistake and up to me. It was such a fool mistake I insisted on paying for it.

You told me to draw the salary Bliss was getting when I came to the Lab., but I have never done it, because I didn't need the money with my Klaxon royalties, and you were getting in deep on the Disc expense. Furthermore, I wanted to find out in what capacity I could serve you best, by trying all of them at once.

When you decided that I should not market the mining lamp, you said we would arrange some plan whereby I would make some money out of Kinetophone. But I haven't felt that you have gotten your original investment back on that Kinetophone up to the time the bonus' commenced to come in from European contracts. Permit me to say that the same strenuous diligence as to the manner in which

Kinetophone is commercialized in Europe should be carried out. Otherwise it will be a failure, and the people will lose their money. It isn't a case of it being "up to them". It is up to us to protect them, in their ignorance, and unless somebody makes it his business to do this, there is danger of it not being done. Perhaps I can make some money out of the foreign end of Kinetophone?

A friend of mine got the exclusive contract to make and exhibit a special 5 reel film of the Boy Scout work. Through the co-operation of the headquarters of this Boy Scout movement, the film has been booked in a great many places, and the guaranteed profits thus far are considerably in excess of the original investment. I put \$3,000.00 into this enterprise for the purpose of swinging it our (T.A.E.Inc) way as to printing the films, sale of machines for projection etc. When this film has had its run, I want to make it a talking picture proposition, and as my friend and I control the little company, I can do this later. It was a matter which I could not suggest that you take a chance on when I went into it, but which I hoped to use to our advantage when it developed as it has. Boston has just signed up for 5 weeks at a guaranteed profit of \$100.00 a day minimum. (The film was shown in the rooms of the General Film Co. and elicited much favorable comment) The boy scouts sell the tickets for admission, and the local branch of the Scouts, as well as the Main Office, get a proportion of the net earnings. The Company gets half.

I seem best adapted to the evolution of ways and means to accomplish a commercial end, with the application to make it a successful issue. I have made a study of commercial law, as concerns Industries, Incorporations etc. and before I came to you I had a lot to do with corporation work, public service plants etc. I

Havent had occasion to use any of the experience I had in power house equipment and operation, as that seems to be up to the Superintendent of the plant here. In other words, the job of the Engineer of TAE Inc seems to resolve itself into issuing engineering notices on screws, nuts, bolts, gears etc., and no reference to thousands of dollars invested in electrical equipment etc. If it had not been for the acumen of the General Electric Engineer on the charging plant equipment of Battery, you would have been soaked considerable money on the copper of the current distributing system. This man asked me if we did not have someone to whom such questions are put up. He seemed surprised that an outside Company should be the ones to discover these mistakes. The question was a poser. When the current went off that night you were experimenting, and I went to the plant to try to get the rotaries started, there was not ~~AA~~^a pilot light or other indicator on the primary feeders, hence no quick, safe way to determine whether power was on or not. The oil switch was subsequently found defective, adjusted, and power on after an interval of about 1½ hours. As you had told me not to butt in on the power house end of this job, I did not know the switch board connections, and didnt want to take any chances. So we had to send for Teddy Goodwin. I think the services of a good, up-to-date consulting central statipn_{engineer} could be used to advantage on new work. You will pardon this digression, but it came to my mind.

Now, then, in summing up, your analysis seems correct. I refer to the analysis the night we decided to make Luhr Supt. of the Lab. My capacity seems to apply to broader fields than guiding experimenters. You can do more in ten minutes a day in that field than I can do in a day, leaving you the rest of the time for your big work. If I had nothing else to do but that, with your help I could possibly be a success. But I would starve to death on what the

job would be worth. So as the matter stands,

(1) I am to try to get together the money and men to make School Film business a success. This means, after the money is in hand and the equipment necessary made up, a long haul and loads of missionary work among a very hide-bound, self-opinionated lot of people--- the teachers. Not a very attractive business for several years at least. But lots of fun working it out.

(2) Submitting a plan for commercializing Hope Kinetoscope.

(3) Organizing the foreign Kinetoscope technique for Studio and Road Shows.

(4) Push the Battery for Government work.

(5) Evolve a plan for making the Boy Scout film a Talking Picture proposition eventually.

(6) Advisory capacity in advertising?

(7) Keep in close touch with progress of work through Lab. to facilitate deliveries and see that proper reports are made out and sent to you by the various heads of Lab. departments.

I have, until recently, been constantly advising Monnet as to battery business and technique, for his guidance, but he seems to have pretty well mastered the business now.

1 and 2 above may net financial returns in future.

3 might be arranged to net returns pretty soon.

4 will be slow until submarine battery is out

5 is problematical, but fairly sure for future work.

6 is gratis. Ditto 7.

Hatch.

ME

I have delivered your message
to Holden & have asked that he
have each of his men hand
him a detailed report of
work done by that man for
the week passed and what
is held up for future work.
Then Holden is to send
these reports to you and
if you will forward them to
me I will keep track of
the work in this way.

Holden will send for
a list of applications
held up. We will select
the most important &
take steps to get them
out in a hurry.

MRN

11/8/13

Mr Edison

11/1/11

We have a large number of photograph
negatives - glass plates - in Laboratory
photo Sept.

The number is increasing all the
time.

Unless it is necessary for business
or legal reasons to make prints of
negatives that have been taken, it is now
necessary to handle quite a few negatives
until the proper one is found.

Do you not think it a good plan to
make one print of each negative of any
value, mount the prints in a cheap
album, classify the prints for quick
reference, number the negatives to
correspond to the prints and place
the negatives in the vault down on
the ground?

In case of fire we would have
less valuable remains.

In case of breakage by reason
of negatives not being exposed we
might find it impossible to duplicate
some of them.

Lyman could do this at old times
and possibly go through all of them.
— Frank

11/22/13
November 22, 1913.

Mr. Wilson:-

Some months ago, owing to the continued difficulty experienced in Mr. Jamison's Department in the variation of the light, we removed the storage battery and had a special connection with the Public Service sub-station near our Works for operating the incandescent lamps we installed in the printing alley. Thereafter, the voltage did not vary, as proven by the recording voltmeter, and Mr. Jamison's product came through in excellent shape.

Recently, for some reason, and without consulting with the engineering department or with Mr. Call personally, this printing lamp circuit was changed over to the general circuit of our Works and fed by the big rotaries in the Power Station.

Owing to the variation in the load on these converters, the voltage on that line varied to such an extent as to cause serious trouble in the Printing Department. The same thing has occurred in the Printing Department of the Home Kinetoscope, I understand.

I am now advised that the printing lamp circuit is being again changed to the special line, and that hereafter it will be kept on this line.

What I am most anxious to determine is, how such a change as this can be made without consultation as to the probable effect of such a change. We go to considerable trouble and expense standardizing our various processes of manufacture and getting them down to a practical working basis, when, without any notice whatever, such a change is effected, thereby throwing all our calculations out. It would seem that the fact that a special line was run for this printing lamp circuit would indicate that the conditions demanded a regulation which would be impracticable when taken from a power circuit in our Works, and I think that the saving in the charge of ten cents per kilowatt hour for this particular lamp circuit current as against the lower rate for our power circuit was the factor which determined someone to make the change. It should not be lost sight of that within a very few minutes sufficient film can be ruined to pay for a good deal of current at the higher rate.

Do you not think that when the Engineering Department has standardized a process such as the above, that no changes should be made in such processes without due consultation? Otherwise, what is the use of having an Engineering Department?

M. R. HUGHESON.

Copy to Mr. Edison.

P. Brady -

I have noticed Experimenters
+ Laboratory men (messengers
excepted) going out during
working hours without
passes.

Each man must have
a pass, signed by Mr. Luhn
or myself, to get out during
working hours, and he
must leave this pass
with him.

A new pass will be issued
for each time the man
goes out.

You can send these passes
to Maister to check up
with the time cards.

MMX.

12/20/13

Brady

The following are excepted
on notice I have put up
today -

A. F. Ball
A. B. Meserlin

Edelbauer

Roscoe Smith

Hayes

Bing

Kennedy

Messenger Boys

Moore

H. W. Jones.

M. M. Mudd.

Passes are being printed for them.

M. M. M.

12/20/13

1003
December 30, 1913.

Mr. C. H. Wilson:-

After a new model of machine, or any improvement on any of the present models, has been developed by the Laboratory and tested from the Laboratory standpoint, Mr. Edison desires that the same be gone over by a manufacturing committee composed of the following:

Mr. Nicolai
Mr. Luhr
Mr. Arkhurst
Mr. Waterman
Mr. Otto Weber
The Experiment and
Myself

After this Committee has thoroughly gone over the matter and has made its recommendations accordingly, such change of design as may be necessary will be effected, and the complete device again put before the Committee.

Upon affirmative action by the Committee, the device will be subjected to test for such period as may be adequate to determine mechanical weaknesses or defective design.

After same has been completed, the model will be sent to the Drafting Room of T. A. E. Inc. for reduction to working drawings and specifications.

A copy of these drawings with specifications to be filed in the Engineering Department of the Laboratory for reference.


CHIEF ENGINEER.

Copies to Mr. Edison, Mr. Leeming and Mr. Nicolai.

Anglesworth, Jones

Ywa -

Three samples of
transparent & black
cellulose sheets you
got from Chemist at
Cellulose works
have been tested

The transparent sheet
is good - How can I
get a regular supply
will you see about
it — Σ

McCarter -

Edison wants know
if total bill for 3948 dollar
if Co take $\frac{1}{3}$ cash balance
if month note, says
Cost of ~~putting~~ Machinery
to take Pub Service Power
has been heavy for him -

Σ X

(1913)

Harry

Telephone Sylva

chemist or man in

charge to come

over. Think he works

in Laboratory at

Govt House

Edna

If they have
anything over
there that they
can chlorinate
some phenol
say 6 lbs
daily as Lancaster
was stopped $\frac{1}{2}$

Philpatt

Read & Return

THE

Weister

Where is the
Truck
↙

711 Edison: (1913)
Delivered at the lower night

1 for members of Engineers Class, N.Y. City.
Course of the following:

- 1- History of Kinetograph
- 2- Exhibition 1st 5 types of pictures
- 3- " Business Photographs
- 4- " Base, with various kinds
of prints.
- 5- History of Kinetoscope
(on British pair of prints, film put over
last pair on other side, & run
round around with 25 turns)
- 6- Description & Demonstration of
Horn Kinetoscope
- 7- Educational Pictures - (Bismarck
Convention, parapsychologists)
- 8- Story of Balling
- 9- Kinetophone
- 10- Some pretty parapsychology in the

All extra information.
I am, by the way, delighted, especially with
Photographs, & their Press & Educa-
tional value.

I shall be delighted to see you
1 1/4 hours.

I am in Fort Wayne on 21st to
lecture & collect Exchange Club
and outsiders - 2000 in all.

Then on 22nd before A. I. E. Section
in Ft. Wayne on Bathing.

So when you get back I
hope you for Barbary to go over
several matters and leave
Sunday night.

Hubert

Electricity Division

1st Ave (1913?)

Saturday

Noted
WJ
Medison:

As a result of preliminary
test on modified design of rectifier
tested tonight I feel reasonably
sure we can rectify 30 amps -
110 Volt on a single unit success-
fully before the end of next week.

I have been campaigning this
rectifier matter and, as usual, from
prediction that a single unit
can be made to carry 50 amps
seems about to be realized.

A young man named Saville,
whom I employed several months
ago, has handled the matter
very well since I put him on
it 3 weeks ago. He is far
ahead of Chasler.

More later. Am much gratified.
Hutch.

Charles Edison

Public Service Climax Boilers
West Orange.

Abandoned because station is used as
a sub station from Marion Plant.
They were in service about 15 years
during which time little trouble was
experienced. Some 12 or 15 tubes were
replaced.

3 boilers in a battery, one of which
was always cold to allow flushing
of the tubes with a common hose.

Scale largely cracked off on cooling
falls to the bottom and accumulation
is blown out with the hose.

Fire bed kept from 15 to 18 inches.

Rock Hill Coal used.

Pressure 125 and superheating
coils used.

P.S. Engineer seems satisfied with
Clinical performance but lays a
good deal of the success to
the periodical 2 week cleaning.

Says we are employing two good
firemen who worked for P.S. and
ought to know how to handle
Clinical to best advantage.

—e—

File. Formula & Receipts

Formula for Jelutong Varnish or Paint
36 Gallons of Paint requires
Jelutong (Dried) 28 lbs 14 oz
Benzole 120 liters
Milemite 36 MEADOW CROFT.
MEADOW CROFT.

Add the Benzole to the ~~Jelutong~~ MEADOW CROFT. put on hot plate (low heat) for 24 hours stirring every 10 minutes, remove, let settle 1 hour. Drain off (syphon) the clear liquid then put this on the hot plate and add the Milemite finely powdered stirring every 10 minutes for 24 hours.

VOLTAGE REGULATOR /
RECTIFIER / RHEOSTAT .
OR STORAGE BATTERY

Weekly Report - Thursday March 20, 1913.

Voltage Regulator: Found machine equipped with platinum points little better than with carbon contacts but the trouble is in the heavy moving parts. By increasing stability we decrease sensitiveness.

Had voltmeter relay mounted on 110V 45 amp. regulator, same mounted on rollers used in previous tests. Sent same to Electrical Bldg. where they have facilities for test^{ing} - ~~fastness~~ and lamps.

Mr. Hutchinson tested same and said it was O.K.

Regulator now set up in Electrical Bldg.

Cabinet for Miller Storage Battery Sets.

Drew up plan for cabinet with three shelves holding 10 ten cell trays - B-2 cells. Submitted same to Mr. Hutcheson, who decided on one shelf raised from deck - acct. of simplicity and cheapness.

Day Light Screen - Set up and tested honeycomb day light ^{screen} for Mr. Gall. Found same ragged. Almost impossible to see through it. Obtained good results in this connection projecting through a ground glass screen with a shadow box on machine side. These tests were made ~~with~~ roughly. Am ~~to~~ going to

make up a good model and give the idea a complete test. These tests were made with both arc and kerosene lights.

Acetylene Burner - Testing Norton's new acetylene burner with high press. gas. Trying out different combinations of orifice size, mixing chamber and nozzle diameters. Got some good flames but the adjustment was not exactly suitable to the machine. Had some slight changes made in burner holder which is now ready for further testing. Did not do any projecting as yet acct. of above adjustment.

Weekly Report - May 15, 1913.

Thursday, Friday and Saturday
(May 9, 10, 11)

worked on tests of new Welsbach

manette for H.P.K. acetylene outfit

Reported results Saturday, May 11.

Monday - Out - leave requested.

Tuesday & Wednesday - Testing

Jones' motor for heating - ran

two tests - took temperature

readings which were reported

to Mr. Jones - this work included

charging of batteries preliminary

to heat runs.

J. S. Hapson.

Weekly Report - Thursday May 22, 1918.

Thursday, Friday & Saturday, May
15, 16, 17, worked with Mr. Sanille on
Wagon motor - work included taken
~~conducted~~ - down motor & cutting
out frame to increase ventilation,
reassembly of motor and making
hysteresis & eddy current & brush
friction tests, also preparation
for a heat run. The results of
above tests were reported to Mr.
Jones.

Monday, Tuesday & Wednesday
May 19, 20 & 21 - worked on tests.

of three Type A-60 Disc machines.

Results of this test ^{to date}, reported to

Mr. Hutchison May 21, 1913.

Monday May 19, 1913 - Reported to

Mr. Reese and took up matter

of two complete acetylene H.P.K.

equipments to be shipped to Mr.

Graf, Berlin, Told Mr. Reese what

was wanted. Can demonstration

of outfit to Mr. Graf.

When Mr. Reese has above order
complete he is to let me know

so that I can make final

inspection before shipping. J. H. H.

Weekly Report June 3rd, 1913.

Work on Truck Motor.

Efficiency tests with separately excited fields - 50 & 100 amp. to complete set of curves made by Jones.

Made tests on same motor running as series motor - 20 volts (constant on line). Made one test on 20 cells - voltage varying.

The above tests and calculations were made with Mr. Swille. Messrs Rudolph and Lanza aided in taking readings.

OK

Above tests included the incident
of charging of batteries.

Phonograph Tests - Continued
tests on speed on various Phono-
graphs. Now have one A-150
machine equipped with ^{new} governor
fibre friction type. This machine
has no reproducer or horn attached.

Also have one A-150 machine
with horn & reproducer ~~and~~ ^{and} new
fibre friction governor and one
A-60 machine similarly equipped.
Have been reporting daily to
Mr. Edison on the results of these
tests.

Other work - Looking up data
and writing Engineering notices.
Looking up data on Naval
Torpedo Station - mine exploding
device - Am holding this for
Mr. Hutchison as I have not suf-
ficient data to proceed with
his instructions.

Made test of small incandes-
cent lamp (10 volts) with lens
attachment. - Reported: —
J. P. Karpis

Weekly Report June 11, 1913.

Truck Motor - Made series motor tests on 20 & 18 cells - (A-8) the voltage allowed to fall.

Calculated and drew up curves from above tests.

This work was done with Mr. Sandoz.

Phonograph Governor Tests.

Continued these tests as per report submitted June 10, 1913.

Engineering Notices -

Looking up changes as suggested and writing up and sending out finished notices.
J. P. Halpin

Weekly Report June 19, 1913.

Worked on truck motor tests
with Sanille - Friday June 13/13.

Phonograph tests - Started
test on G-A-60 Disc machines and
one Gem Hornless machine 10³⁰ P.M.
Friday 6/13/13. This tests has been
running continuously since.

Continued other phonograph tests
on hand. Reports of above tests
to date are now in transcribing

searching and writing up
Engineering notices. JPHalpin

Rectifiers.

Wartinghouse & Edison ^{old type (permanent magnets)} Rectifiers

started 7-25-13 have been running about 1080 hours to date without adjustment.

During the past two weeks the Edison machine ^{has} shown the need of adjustment by the occasional dropping of current. It seems a film of carbon has formed on copper contact which at times so increases the contact resistance as to cut down current to very low values.

6

the fault seems to be temporarily overcome by the vibrations of the contact and current again comes back to normal. No doubt the cleaning of copper contact and slight adjustment of carbons would overcome the trouble.

To date the Westinghouse has showed more consistent performance.

ZPH.

BATTERY, STORAGE.
Exp. & Tests

Weekly Report to Sept. 4, 1913.

Left Md. Aug. 27, 1913 - 3 P.M. on
vacation - Returned Md. Sept 3rd,
1913 8 am.

While away Allison took over
work in Test Room.

Status of tests - 8 am. 9/4/13.

Bumping Tests finished as follows:

I. Kammerhoff small cell - finished

9/11/13
Have seen it
RMC much to
look at
8-28-13 11 P.M. 1,000,000 bumps.

No apparent effect - from external
inspection.

II. A-4 Cells - new spot welded lugs
on side in place of straps

previously used - finished test
Aug. 21, 1913 1 P.M. 1,000,000 bumps.
no signs of damage from outside
except hard rubber bushing on
one side leg worked loose.

B-2-H. cell - new insulators
inside - side insulators tapered
at bottom to hold plates instead
of bottom grill which is ~~another~~
done away with.

Test completed 10 P.M. 8/29/13.

1,000,000, bumps - noticed
narrow sides slightly bulged
out evidently by plates working

down on side insulators forcing
them out.

All above cells sent to
Battery Works for final electri-
cal tests.

will get runs before and
after bumping to complete
data on these tests.

A set of 4-B-2-H- cells now
on test - bumping will be
finished this a.m..

Mr. Gall's Kinetoscope.

After showing very good performance on first 21 films with only slight tendency to loose loops - (during first week of test), the record since Aug 27, 1913 on film performance has been very poor. Machine showing decided tendency to break film, chewing up edges and ^{Test} loops lasting only 1 to 2 hours.

This might be partly due to change of film which shows narrow

gauge and shrinkage of $1/16$ to $3/16$ inch (according to record). However the change to the bed has been no decided I am of opinion that other causes are more to blame, i.e. the tendency to loose loop or for film to slip on sprockets has increased. This tendency is probably due to the design or adjustment of the tension rollers, which leave the sprockets thus allowing film to leave teeth of sprockets and resulting in damage to film with very rapid wear.

Rectifiers - Westinghouse & Edison
Stock machines have now been
running 806 hours to 8 am.
9/4/13. Both running well -
Westinghouse more quiet & steady.
Edison no voltage cut out
does not work satisfactorily.
This fact has been previously
reported.

E. D. M. Governors.

On Test - One friction governor.
Large steel disc, fish bone friction
now running 250 hours - speed
regulation poor - see curve in
Test Room.

Magnetic Brake Electric - speed
regulation not very good.
See curve in Test Room.

Electric Make & Break - speed
regulation during first 36 hours
poor - very good since that is
during last 130 hours - speed
practically constant 106 rpm.
See curve in Test Room.

**Edison General File Series
1913. X-Rays (E-13-83) [not selected]**

This folder contains routine requests and unsolicited correspondence seeking advice or information from Edison about x-rays.

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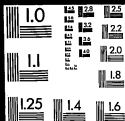


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